

# Annual General Meeting

**SOCO CORPORATION LTD (ASX:SOC)**

2024 ANNUAL GENERAL MEETING PRESENTATION  
30 OCTOBER 2024

**soco.**<sup>®</sup>

# Agenda.

- Chairman's Address
- CEO's Presentation
- Formal Business
- Poll
- General Questions & Discussions



# Chairman's Address

# CEO'S Presentation

- Results overview
- Strategic direction
- Market guidance and trading update





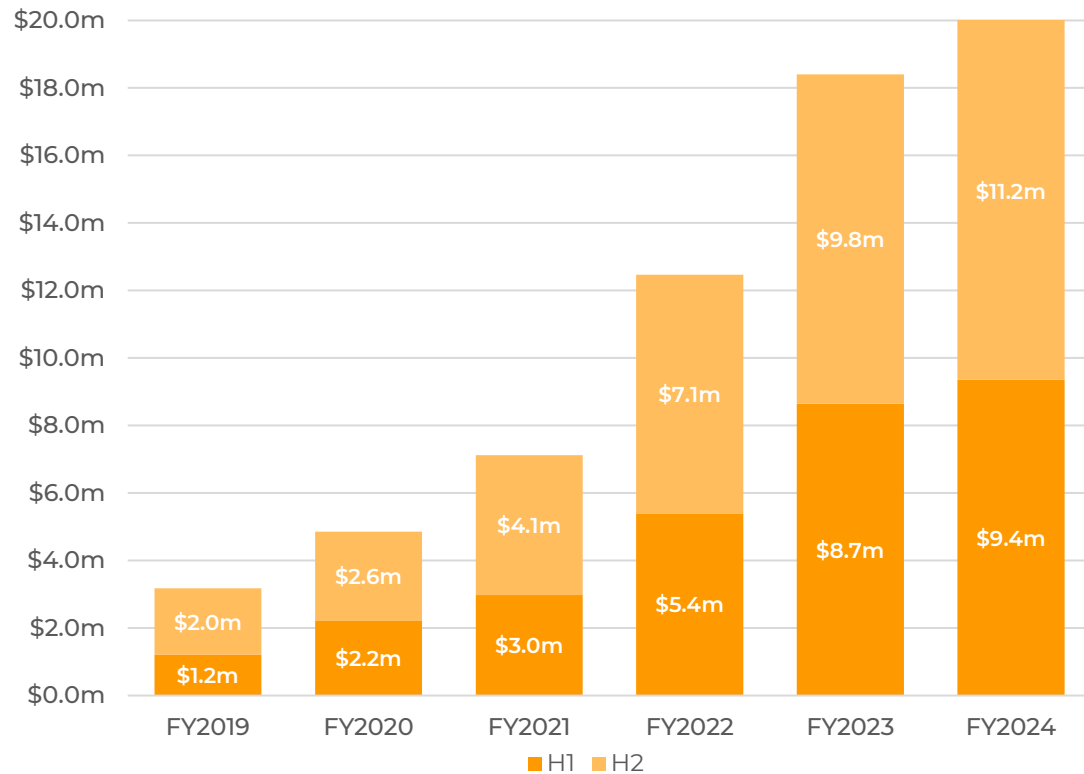
Kaja. Brisbane Consulting Team.

incredible  
people delivering meaningful change

**soco.**<sup>®</sup>

## RESULTS OVERVIEW

# Looking back with a FY2024 recap



Revenue

**\$20.6m**

+11.7% growth over  
PCP<sup>2</sup> of \$18.4m

Q4 Operating EBITDA<sup>1</sup>

**\$0.8m**

On revenue of \$6.2m

Operating EBITDA<sup>1</sup>

**\$0.4m**

vs PCP<sup>2</sup> of \$3.7m

Statutory NPAT

**-\$0.5m**

vs PCP<sup>2</sup> of \$1.5m

1. Operating EBITDA is Operating EBIT before depreciation and amortization.
2. PCP is prior corresponding period
3. Operating EBIT is net profit before interest, fair value of contingent consideration, acquisition costs, IPO expense, public company cost, share-based remuneration, and taxes.

Some key

# FY2024 highlights

- ✓ AxSym acquisition yielding results, with joint sales, cross sales and leadership integration into SOCO
- ✓ Positive finish to the year, with Q4 returning to an Operating EBITDA<sup>1</sup> profit
- ✓ 33 new customers, added including within our core, and target markets



1. Operating EBITDA is Operating EBIT before depreciation and amortization.

2. Operating EBIT is net profit before interest, fair value of contingent consideration, acquisition costs, IPO expense, public company cost, share-based remuneration, and taxes.

## SOCO has a clear strategic direction

Our *choices* are fundamental to our business model, our *planning* focusses on high-priority business change activities required for us to deliver quarter by quarter.

### ✔ Strategic choices

- ✔ Technology: Continued focus on challenging high value business applications, including Dynamics 365, Microsoft 365, and Microsoft's Generative AI offerings
- ✔ Geographic: Increasing our geographic diversity with more client acquisition outside of ACT/QLD
- ✔ Service Offering: Increasing our industry diversity, combining our know how and IP to capture market niches

### ✔ Strategic plan for FY25 and beyond

- ✔ Restore profitability and improve margin
- ✔ Rebuild culture and align for growth after a tough year
- ✔ Grow the team to meet the evolving demand
- ✔ Evolve processes and systems to set the organisation up for success



Moving into the

# FY2025 market guidance

- ✓ Profitable Operating EBITDA in Q1 FY2025 with revenue similar to Q4 FY2024, noting expected seasonality
- ✓ Forecasted FY2025 revenue growth circa 30%, including a full FY with the AxSym business

# FY2025 trading update

*Whilst economic conditions are challenging, the Company has already signed work worth \$18m for delivery in FY25.*

## ✓ Signed Work & Pipeline

- ✓ \$18m in signed work for delivery in FY2025
- ✓ Healthy pipeline
- ✓ Sales continuing to convert

## ✓ Building resilience

- ✓ Expanded sales and marketing capability
- ✓ Execution of targeted sales strategies
- ✓ Diversifying client base and markets

## ✓ Transaction enablement

- ✓ Building upon Government panel memberships
- ✓ New Local, State, and Federal Gov pre-approved supplier panels



**soco.**<sup>®</sup>

## LEGAL DISCLAIMER

This presentation is dated 30 October 2024 (Presentation) and has been prepared by SOCO Corporation Ltd ACN 660 362 201 (Company). Shares in the Company are listed on ASX (ASX code: SOC)

The information in this Presentation does not constitute personal investment advice. The Presentation is not intended to be comprehensive or provide all information required by investors to make an informed decision on any investment in the Company. In preparing this Presentation, the Company did not take into account the investment objectives, financial situation and particular needs of any particular investor.

Further advice should be obtained from a professional investment adviser before taking any action on any information dealt with in the Presentation. Those acting upon any information without advice do so entirely at their own risk.

Whilst this Presentation is based on information from sources which are considered reliable, no representation or warranty, express or implied, is made or given by or on behalf of the Company, any of its directors, or any other person about the accuracy, completeness or fairness of the information or opinions contained in this Presentation. No responsibility or liability is accepted by any of them for that information or those opinions or for any errors, omissions, misstatements (negligent or otherwise) or for any communication written or otherwise, contained or referred to in this Presentation.

Certain statements in this Presentation, particularly those regarding possible or assumed future performance, potential

business growth, industry growth or other trend projections, and any estimated earning or other performance measures, are, or may be, forward-looking statements. Such statements involve unknown risks and uncertainties, many of which are outside the control of the Company. Actual results may vary materially from any forward-looking statements and the assumptions those are based on, and such variations are normal and to be expected.

This Presentation is not a prospectus or other disclosure document under the Corporations Act 2001 (Cth) and will not be lodged with the Australia Securities and Investments Commission. This presentation is for information purposes only and is not an invitation or offer of securities for subscription, purchase or sale in any jurisdiction. The distribution of this Presentation (including electronically) outside Australia may be restricted by law. If you come into possession of this Presentation, you should observe such restrictions and seek your own advice. Any non-compliance with these restrictions may contravene applicable securities laws.

Neither the Company nor any of its directors, officers, employees, advisers, associated persons or subsidiaries are liable for any direct, indirect or consequential loss or damage suffered by any person as a result of relying upon any statement in this Presentation or any document supplied with this Presentation, or by any future communications in connection with those documents and all of those losses and damages are expressly disclaimed.

Any opinions expressed reflect the Company's position at the date of this Presentation and are subject to change.

# contacts

## Sebastian Rizzo

Chief Executive Officer  
SOCO Corporation Ltd  
Email: [sebastian.rizzo@soco.com.au](mailto:sebastian.rizzo@soco.com.au)

## Steve Parks

Chief Financial Officer  
SOCO Corporation Ltd  
Email: [steve.parks@soco.com.au](mailto:steve.parks@soco.com.au)

