

# Organising, Connecting and Optimising MOBILITY

## 1H FY2022 FINANCIAL RESULTS

23 February 2022



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## Organising, Connecting and Optimising Mobility

One Integrated Platform Streamlining Transit

PEOPLE & GOODS

ASSETS

INFRASTRUCTURE

### 2 TRANSPORT LOGISTICS

- Asset allocation and scheduling
- Mobility and visibility controls
- Asset procurement, utilisation and optimisation
- Worksite management
- Sub-contractor/contractor and asset supplier management
- Reporting and insights
- Risk reduction
- Customer service
- Transport of goods and parcels

### 1 WORKFORCE LOGISTICS

- Onboarding and compliance
- Scheduling and roster optimisation, with integrated travel management – bookings and accommodation
- Workflow mapping and optimisation
- Training, OHS and competency management
- Reporting and insights
- Governance and compliance
- Sub-contractor and contractor management

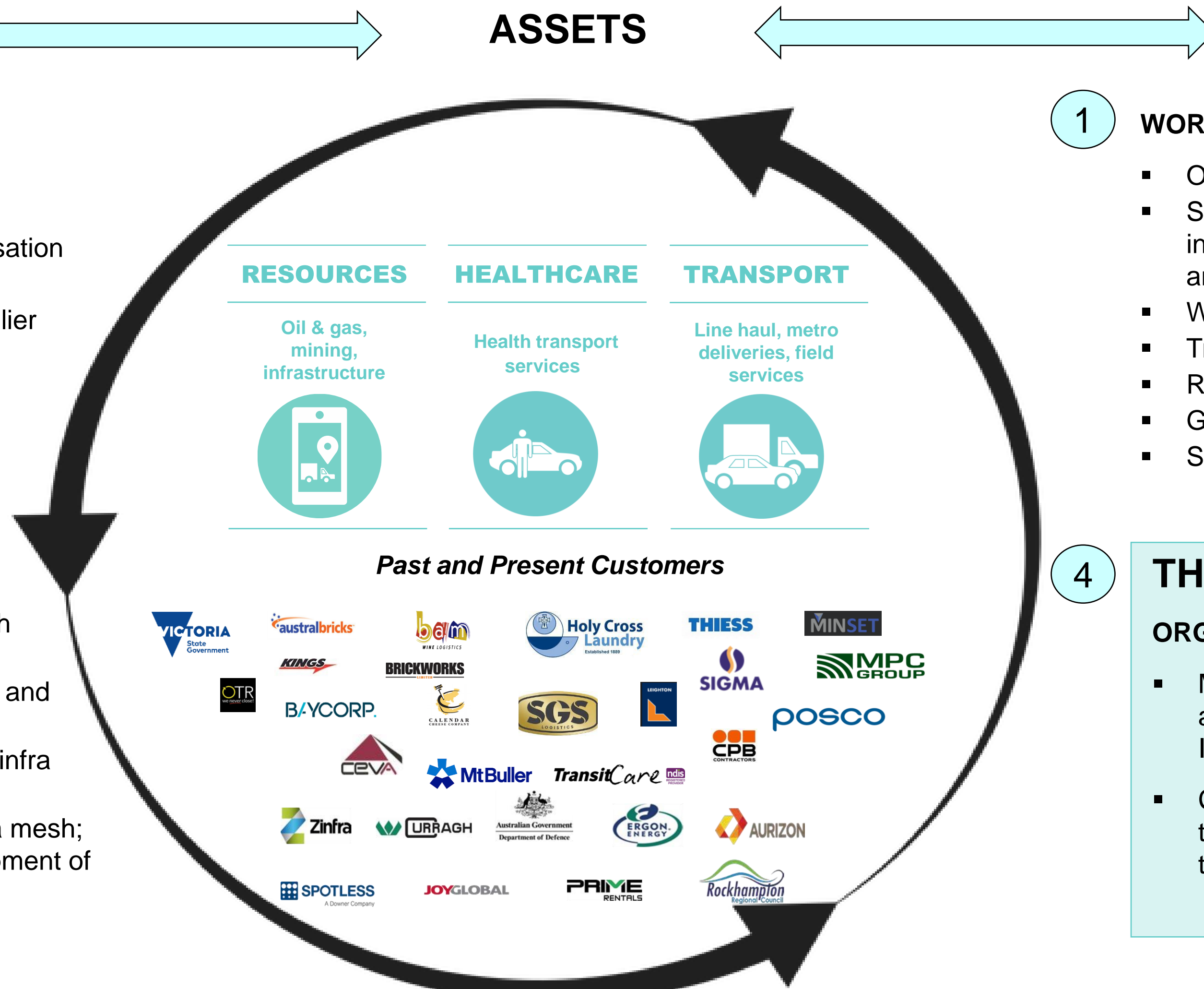
### 3 CONNECTED SMART-INFRA MESH

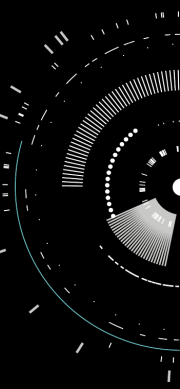
- Electrical construction & maintenance with expertise in smart pole installation (Betta)
- Strong Federal, State, Local Government and Commercial contract pipeline.
- Well positioned for government transport infra spend of \$110 bn over next 10 years
- Growth focus - interconnected smart-infra mesh; first steps taken Wagner MoU for development of smart poles; M&A discussions

### 4 THE ORCODA VISION...

**ORGANISED < CONNECTED < BIG DATA**

- Mobility optimisation from real-time Big Data analysis and application using Artificial Intelligence and Augmented Reality
- Connected Smart Cities and Smart Roads for transport of people and goods on smart transportation infrastructure networks

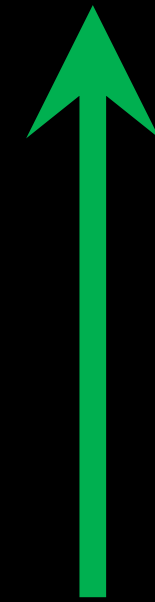




Sustained improvement across every core metric compared to same half FY21

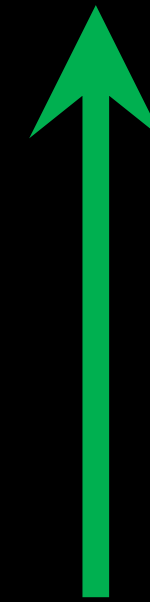
## TOTAL INCOME

**\$8.2m**  
**(+255%)**



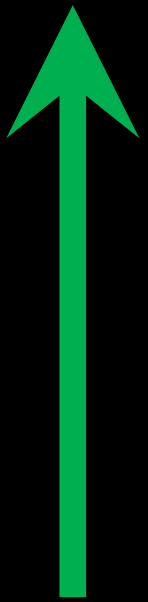
## CUSTOMER RECEIPTS

**\$8.9m**  
**(+279%)**



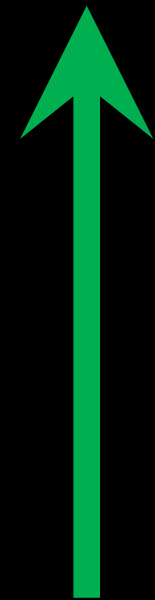
## CONSOLIDATED EBITDA

**\$1.1m**  
**(+678%)**



## OPERATING CASH FLOW

**\$1.3m**  
**(+1,900%)**



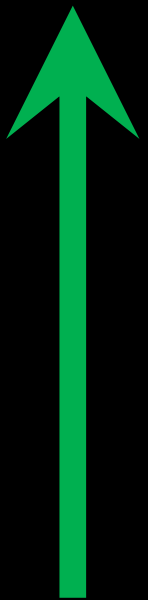
## CASH

**\$3.0m**  
**(+393%)**



## NET ASSETS





**\$13.6m**  
**(+37%)**








## Orcoda believes it is at an inflection point where significant growth can occur

Leveraging our growing pipeline of workforce / transport / infrastructure solutions into smart-infra contract wins

 <p><b>Betta Group ("Betta") Fully Integrated</b></p>	<ul style="list-style-type: none"> <li>❖ Record revenue exceeding \$6.5m for 1H FY22</li> <li>❖ Fully integrated the acquisition of Betta into our Resources division</li> <li>❖ Better than expected synergies – Orcoda’s people and asset optimisation solutions are of considerable appeal in winning us contracts; once contract won, material cross-implementation opportunities</li> </ul>
 <p><b>Smart Poles MoUs Signed</b></p>	<ul style="list-style-type: none"> <li>❖ MoUs executed with several delivery parties for implementing the design, development and roll-out of Smart Poles</li> <li>❖ Facilitates roads and highways with intelligent management, vehicle flow detection, vehicle monitoring, road maintenance, road safety, emergency rescue, and support intelligent messaging and intelligent payment systems</li> </ul>
 <p><b>USA Patent Granted</b></p>	<ul style="list-style-type: none"> <li>❖ United States Patent Office granted on 23/11/21 a United States patent (No. 11,182,704) Orcoda’s Workforce Logistics System, “Booking System for Personnel Supply Chains”, that will provide coverage in the USA until 1 May 2036</li> <li>❖ State-of-the-art invention providing a Services Orientated Architecture of one database connecting all personnel, service and asset provider databases via API’s for booking functions across the Total Personnel Supply Chain (TPSC)</li> <li>❖ Connects all processes onto one database ensuring the personnel supply chain is not broken at any point therefore having a continuous and connected supply chain that ensures services, assets &amp; personnel booked match with onsite rosters and schedule of works whilst providing an active manifest environment operated in real time that automates, links and optimises the total process on a scale unknown to the prior art</li> </ul>
 <p><b>Major Works Contract</b></p>	<ul style="list-style-type: none"> <li>❖ \$2.2m Major Works Subcontract with Laing O Rourke to deliver mechanical services for large, high profile Department of Defence project at Shoalwater Bay, to be earned over approx. 18 months</li> <li>❖ 3-year contract with Bob &amp; Pete’s 100% Yum to provide logistics management system and consulting services</li> </ul>

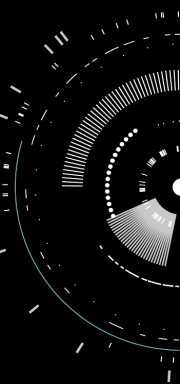
### DIVISIONAL PERFORMANCE

RESOURCES	HEALTHCARE	TRANSPORT
<p>Oil &amp; gas, mining, infrastructure</p> 	<p>Health transport services</p> 	<p>Metro delivery, field and line haul services</p> 
<p><b>Infrastructure services (Betta) and platform technology to optimise management complexity of mass workforce and people deployments In oil &amp; gas, mining and infrastructure</b></p>	<p><b>Transport and workforce management platform to optimise scheduling + routing, with fleet rental, for aged care, disability and mobile healthcare</b></p>	<p><b>SaaS enterprise platform to optimise fleet management and logistics scheduling for metro services, field services and linehaul</b></p>
<p><b>EBITDA</b> <b>\$1.7m</b> Up 4,518%</p>	<p><b>EBITDA</b> <b>\$0.1m</b> Up 61%</p>	<p><b>EBITDA</b> <b>\$(0.1)m</b> N/A</p>

## Strong revenue growth and positive EBITDA despite COVID-19 headwinds

	1H FY22	1H FY21	Change	
	31-Dec-21	31-Dec-20	\$m	%
Revenue from Operations	7.9	2.0	5.9	298%
Other income (incl. R&D tax incentive)	0.4	0.3	0.0	10%
<b>Total income</b>	<b>8.2</b>	<b>2.3</b>	<b>5.9</b>	<b>255%</b>
Operating expenses	(7.1)	(2.2)	(4.9)	227%
<b>Consolidated EBITDA</b>	<b>1.1</b>	<b>0.1</b>	<b>1.0</b>	<b>678%</b>
<i>Consolidated EBITDA Margin</i>	13%	6%	-	7%
<b>Profit after income tax from continuing operations</b>	<b>0.8</b>	<b>0.1</b>	<b>0.7</b>	<b>1,412%</b>
<i>Net Margin</i>	10%	3%	-	7%

- ❖ Operating Revenue \$7.9m and total income \$8.2m, up 298% and 255% from 1H FY21, respectively
- ❖ Revenue increase driven by full contribution from Betta Group in 1H FY22 and Betta Group's strong underlying performance
- ❖ 1H FY22 Revenues in Transport Logistics and Healthcare Logistics negatively impacted by COVID-19 lockdown restrictions
- ❖ Consolidated EBITDA \$1.1m with 13% EBITDA margin, driven by higher revenue and continued focus on cost control



## Robust balance sheet to fund future growth

	1H FY22	FY21	Change	
	31-Dec-21	30-June-21	\$m	%
<b>ASSETS</b>				
Cash and cash equivalents	3.0	2.4	0.6	27%
Trade & other receivables	2.1	2.4	(0.2)	(10)%
Intangible assets	8.7	8.7	-	-
Plant and equipment	3.7	3.1	0.6	20%
Other assets	1.0	1.0	(0.1)	(9)%
<b>Total assets</b>	<b>18.5</b>	<b>17.6</b>	<b>0.9</b>	<b>5%</b>
<b>LIABILITIES</b>				
Trade and other payables	1.1	1.4	(0.3)	(22)%
Financial liabilities	2.9	2.5	0.4	15%
Other liabilities	0.9	0.8	0.1	9%
<b>Total liabilities</b>	<b>4.9</b>	<b>4.7</b>	<b>0.1</b>	<b>3%</b>
<b>NET ASSETS</b>	<b>13.6</b>	<b>12.8</b>	<b>0.8</b>	<b>6%</b>

- ❖ Increase in cash and cash equivalents from \$2.4m as of 30-Jun-21 to \$3.0m as of 31-Dec-21, up 27%
- ❖ Strong focus on receivable management resulting in a slight decline in trade and other receivables
- ❖ \$2.9m financial liabilities comprised of: (i) \$1.6m earn-out and consideration for the Beta Group acquisition, and (ii) \$1.3m chattel mortgage (finance asset purchases)



## Positive operating cash flows in last 6 consecutive quarters

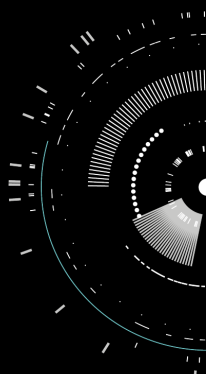
	1H FY22	1H FY21	Change	
	31-Dec-21	31-Dec-20	\$m	%
Receipts from customers	8.9	2.3	6.5	279%
Payments to suppliers and employees	(8.1)	(2.7)	(5.4)	200%
Other	0.5	0.5	0.0	7%
<b>Net cash from operating activities</b>	<b>1.3</b>	<b>0.1</b>	<b>1.2</b>	<b>1,900%</b>
Investing cash flows	(0.8)	(0.9)	0.1	(11)%
Financing cash flows	0.2	0.1	0.1	84%
<b>Net cash flows</b>	<b>0.6</b>	<b>(0.8)</b>	<b>1.4</b>	<b>N/A</b>
Cash at beginning of period	2.4	1.4	1.0	73%
<b>Cash at end of period</b>	<b>3.0</b>	<b>0.6</b>	<b>2.4</b>	<b>393%</b>

- ❖ Positive operating cash flows in the last 6 consecutive quarters, with significant increase from \$0.1m in 1H FY21 to \$1.3m in 1H FY22
- ❖ Investment cash flows primarily comprised of: i) payment for acquisition of Betta Group of \$0.5m in 1H FY22 (\$1.0m in 1H FY21), and ii) payments for PP&E of \$0.2m in 1H FY22 (\$16k in 1H FY21)
- ❖ Cash balance \$3.0m as of 31-Dec-21

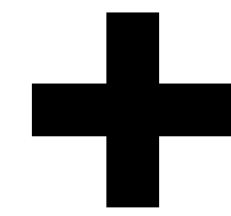
*Due to rounding, numbers presented on this slide may not add up precisely and percentages may not precisely reflect the absolute figures.*

*Note: Betta Group is consolidated into Orcoda's accounts from 1 December 2020 onwards.*





Patented smart technology platforms connecting people & goods with the transport assets utilised and interconnected to the infrastructure required to support all

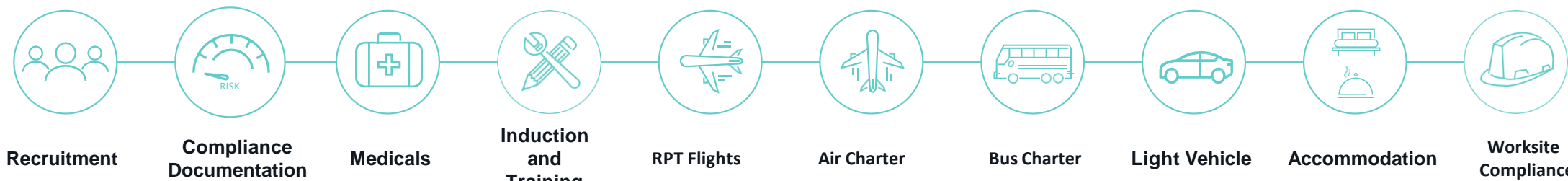


Our aim is to be an integral provider of infrastructure installation for smart cities and smart transport corridors on road, rail & air all interconnected via an evolving intelligent transport management platform



## THE ORCODA LOGISTICS / SUPPLY CHAIN BOOKING & MANAGEMENT SYSTEM

ONE INTEGRATED, AUTOMATED, REAL-TIME UPDATED-ANALYSED-ACTIONED-REPORTED, CONTINUOUS SUPPLY CHAIN.



## CONTINUOUS REAL-TIME OPTIMISATION THROUGH SMART TECHNOLOGY AND ARTIFICIAL INTELLIGENCE

- ❖ Integrates multiple databases of our clients' workforce supply chain into one digital database, integrating the total supply chain and optimising all processes
- ❖ All client / head contractor and subcontractor personnel are electronically booked and communicated through worker profiles and smart phones
- ❖ Clients have the option to have SaaS or outsource total management of all supply chain transport contractors to Orcoda to mobilise all workers on/off assets and to/from work during their R&R cycle
- ❖ The real time digital platform allows for real time manifests at each connection point so onsite management can access dashboard results with real time current information



- ❖ FULLY INTEGRATED, REAL-TIME CLIENT DEMAND MAPPING AND SOLUTIONS, REPORTING AND ANALYSIS
- ❖ CLIENT BENEFITS: SAFETY, COMPLIANCE, EFFICIENCY, PRODUCTIVITY, GOVERNANCE, PROFITABILITY

❖ OUR VISION: BIG-DATA FROM INTERCONNECTED SMART CITY INFRA INFORMING CONTINUAL OPTIMISATION OF MOBILITY SOLUTIONS FOR PEOPLE AND ASSETS



## Experienced leadership | Long-term shareholder support | Balance Sheet for growth



**Nicholas Johansen**  
**Non-Executive Chairman**  
*Chair Audit Committee.*  
*Partner Cozens Johansen Law.*



**Geoff Jamieson**  
**MD MAICD**  
*Member Audit committee.*  
*MD Resource Connect, Ex*  
*Merchant banker.*



**Sam Yue**  
**CFO**  
*MD Barclays Investment Bank, VP*  
*Corp Dev Carlsberg, Goldman*  
*Sachs.*



**Geoff Williams**  
**Executive Director & GM Beta**  
*21 years experience*  
*Ergon Energy Queensland*  
*Managed Beta Group for 15 years.*



**Sean Hardman**  
**GM Resource Division**  
*Director Orcoda Resource*  
*Logistics Pty Ltd. Founding member*  
*Resource Connect. Represented*  
*Australia in Rugby.*



**Brendan Mason**  
**Non-Executive Director**  
*Chairman Rem Committee.*  
*Ex Caterpillar, Cochlear, Boral,*  
*Lucent/Bell Labs.*



**Simon Anthonisz**  
**GM Healthcare Division and Group**  
**Operating Officer**  
*HR expert / extensive experience*  
*across UK & Australia rail &*  
*infrastructure projects.*



**Stephen Pronk**  
**Non-Executive Director**  
*Member Rem Committee.*  
*Founder and Director of AimLab.*



**Grant Boydell**  
**CIO & GM Transport Logistics**  
*Transport expert.*  
*Ex accountant CPA.*

### Market information

Share price (18-Feb -2022) (rounded)	\$0.16
52-week trading range (low / high) (rounded)	\$0.15 / \$0.24
Shares on issue	147.6m

### Market capitalisation

Cash and cash equivalents (31-Dec-21)	\$3.0m
Interest bearing debt (31-Dec-21)	\$1.3m

### Enterprise value

**\$22.1m**

### Substantial Shareholders

Pronk, Stephen Luke	11.4%
Williams, Geoffrey Leonard	10.6%
Alium Capital Management Pty Ltd	6.9%
Jamieson, Geoffrey	6.9%
Halcyon United Pty Ltd	5.9%



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**GEOFF JAMIESON**  
MANAGING DIRECTOR

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**VIVEK MIRANDA**  
WILLIAM BUCK CORPORATE ADVISORY

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Email: [vivek.miranda@williambuck.com](mailto:vivek.miranda@williambuck.com)

**This announcement has been authorised by the Orcoda Board of Directors.**

Orcoda Limited (ASX: ODA) is a leading Australian transport logistics and transport services solutions provider, with expertise in business efficiency and optimisation of processes. We are operational efficiency specialists who supply best-in-class solutions combining technology, management expertise and contracting services that makes our clients among the most productive and cost-effective organisations in their respective industries.

Our clients come from a diverse array of industry sectors and include some of Australia's largest companies operating in the resources / infrastructure, transport logistics and healthcare transport sectors.

Orcoda's combined expertise is focused on three key sectors of transport logistics and services: road, rail and air. We pride ourselves on enabling our clients to generate fast, accurate and reliable information, ensuring they are able to make the best business decisions the first time, every time and on time.

Investor Centre: <https://orcoda.com/>

