

Organising, Connecting and Optimising MOBILITY

September Quarterly FY23 Financial Highlights

24 October 2022



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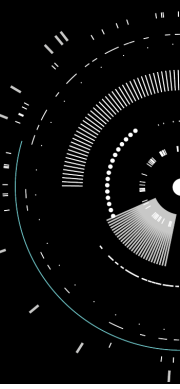
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Who we are

Orcoda Limited (ASX: ODA) is an integrated technology company that provides smart technology solutions for transport logistics and transport infrastructure services.

Our proprietary cloud-based, open ended, end-to-end software technology platforms have true optimisation capabilities, enabling clients to generate real time, fast, accurate and reliable information to make data-led decisions for the movement of people, parcels and goods, the assets they travel in and the infrastructure they travel on.

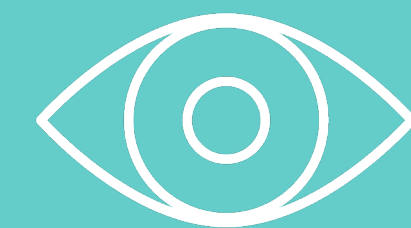
Our transport infrastructure services via Betta Group deliver value-add solutions primarily in major road, rail and air infrastructure projects and is an integral part of achieving our Vision.

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



Our Mission

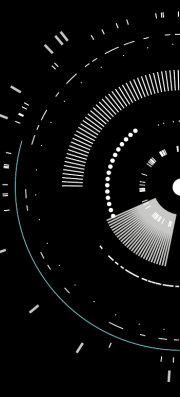
To optimise our clients' transport operations and support their digital transformation



Our Vision

To develop an ecosystem of interconnected technology, integrating smart devices to provide big data for continual optimisation and digitisation of transport services and transport infrastructure

FIRST QUARTER FY23 FINANCIAL HIGHLIGHTS

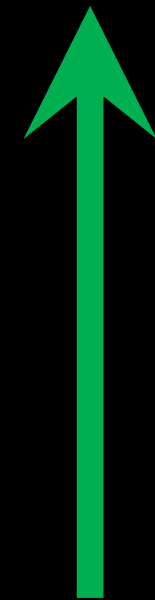


Q1 CUSTOMER RECEIPTS

\$6.8m

+59%

vs. last quarter FY2022

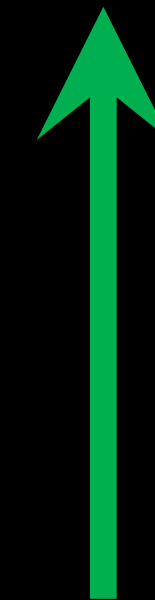


Q1 OPERATING CASH FLOWS

\$1.7m

+114%

vs. Q1 FY2022

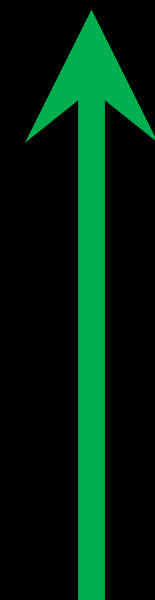


Q1 TOTAL INCOME

\$5.8m

+24%

vs. Q1 FY2022



Q1 WORKING CAPITAL AVAILABLE⁽¹⁾

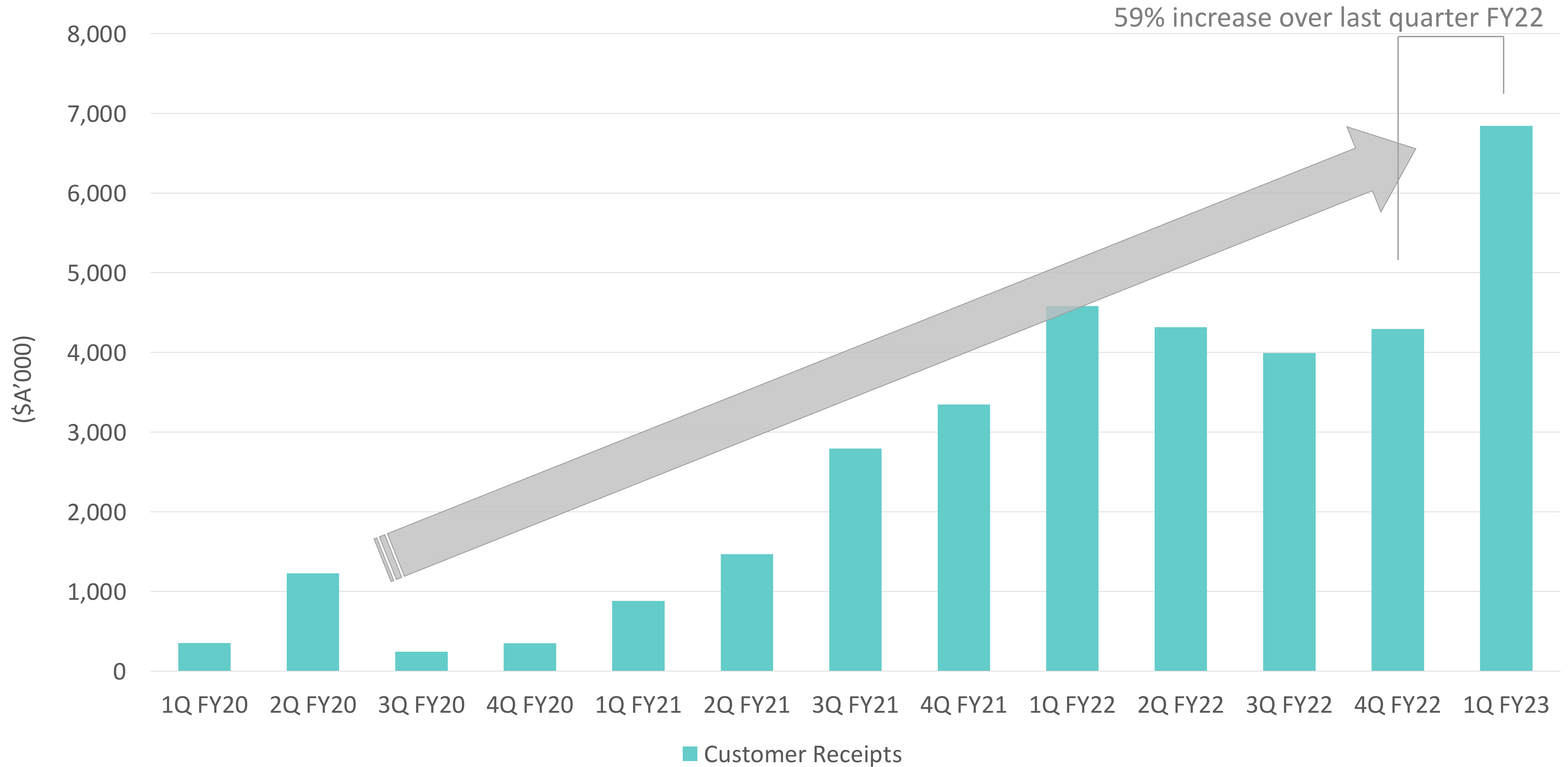
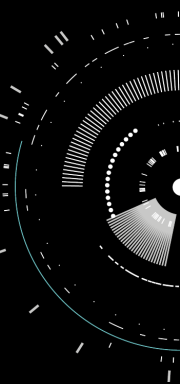
\$3.5m

+19%

vs. last quarter end (30/6/2022)



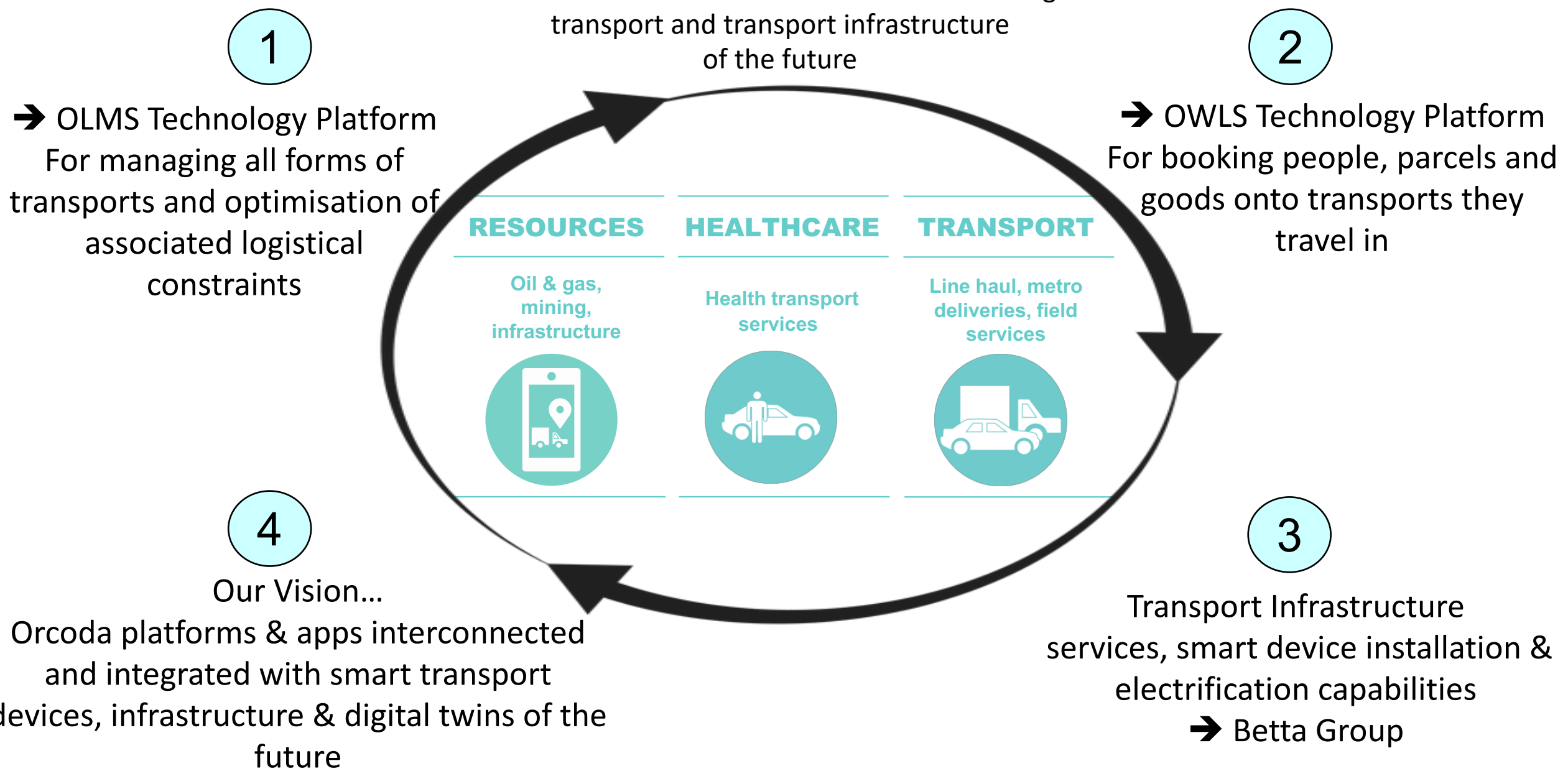
RECORD QUARTER IN CUSTOMER RECEIPTS



- ❖ Record quarterly receipts from customers of \$6.8 million, representing a 49% and 59% increase compared to the previous corresponding quarter and last quarter, respectively
- ❖ Quarterly cash flow positive from operations of \$1.7 million, boosted by annual R&D tax incentives and income tax refunds received during the quarter
- ❖ Delivered record total income of \$5.8 million for the Quarter, an increase of 24% compared to the previous corresponding quarter, with strong momentum across all business divisions
- ❖ In particular, the Mt Buller transport project, a 9-year contract where we provide our technology platform to manage transport services for Mt Buller Ski Resort customers, has done very well benefiting from a good snow season. Our platform handled more than 430,000 passenger movements during the ski season
- ❖ Company website revamped during the quarter and it is already leading to increased traffic and inbound inquiries
- ❖ Signed teaming agreement with Teletrac Navman, one of the largest telematics companies in the world, that is owned by Vontier Corporation, a fortune 500 company and we are currently in multiple discussions with clients regarding implementation of our technology platforms to support their digital transformation process
- ❖ Following the 3rd and final earn-out payment of \$500k during the quarter for the Betta Group acquisition, there are no further payment obligations going forward. As of 30/9/2022, Orcoda has a robust balance sheet with \$3.5 million available working capital to fund growth and pursue value-accretive acquisitions

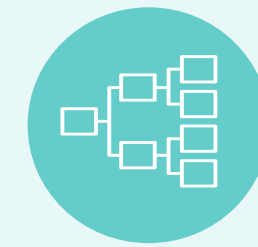
Leading Transport Logistics & Transport Services Provider in Smart Technology Solutions

Intelligent Transport Management System
Connecting our technology platforms to the multitude of smart devices that will manage transport and transport infrastructure of the future



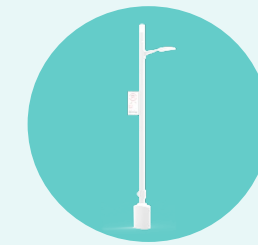
Best-in-category: Market-leading optimisation algorithm for people, parcel and goods mobility and asset logistics

- Incorporates and extends typical fleet management tools – ie. telematics and real-time data insights – with an automated logistics optimization algorithm, which accounts for a multitude of customizable constraints and makes decisions that are continuously refined in real-time through machine learning



Patented technologies

- USA and Australia patent for fully integrated logistics + bookings optimisation; providing a Service Orientated Architecture of one database that connects all personnel, service and asset provider databases



Complementary transport infrastructure services with smart device installation and electrification expertise

- Through Betta Group, Orcoda is well positioned to benefit from the Government's budgeted transport infrastructure spend of \$110bn over next 10 years and smart transport infrastructure build-out



Strong financial performance and robust balance sheet to support our strategic plans

- Strong revenue growth, sustained profitability and positive operating cash flows generation
- SaaS model for our technology platform is highly scalable
- ~\$3.5m working capital as of September FY23 quarter end



Large and growing total addressable market

- Across Healthcare, Transport and Resources industry verticals where there are significant operational improvement opportunities
- Digital transformation trend is accelerating – strong tailwinds of growth in OLMS and OWLS adoption
- Benefitting from accelerating technology adoption, and large government and commercial capital investment into building smart-cities / smart road, rail & air infrastructure

Experienced leadership | Long-term shareholder support | Robust balance sheet for growth

Board



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



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



Geoffrey Jamieson
Managing Director, MAICD
Member Audit Committee
MD Resource Connect, Ex Merchant banker, 35+ years experience as MD or CFO for ASX listed companies

Market information

Share price at 18-Oct-2022 (rounded)	\$0.07
Shares on issue	159m

Market capitalisation

Cash and cash equivalents (as of 30 Sep 2022)	\$3.5m
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Management Team



Samuel Yue
Chief Financial Officer
MD Barclays Investment Bank, VP Corp Dev Carlsberg, Goldman Sachs



Julian Rockett
Company Secretary
Principal Partner Karma Lawyers, Practised lawyer and 10+ years experience as company secretary for ASX listed companies



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



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



Rae Jeffrey
GM Betta Group
Ex Ventia Utility Services Central Queensland last 10 years and grew business from \$7.2m p.a. to \$31m p.a.



Geoffrey Williams
Advisor to Betta Group
21 years experience Ergon Energy Queensland Managed Betta Group for 15 years

Shareholding composition (as of 18 October 2022)

Geoffrey Williams	10%
Pronk Holdings Group	10%
Blamnco Trading and Chembank	7%
Ravenslea Nominees	7%
Janegold Pty Ltd	6%
Halcyon United Pty Ltd	6%
Hardman FIFO Pty Ltd	6%

GEOFF JAMIESON
MANAGING DIRECTOR

Email: gjamieson@orcoda.com

www.orcoda.com

This presentation has been authorised by the Orcoda Board of Directors.

Orcoda Limited (ASX:ODA) is a leading provider of smart technology solutions for transport logistics and transport services 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 (mining, oil & gas and infrastructure), transport logistics and healthcare transport sectors.

Orcoda's combined expertise is focused on three key sectors of transport logistics technology and transport 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.

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