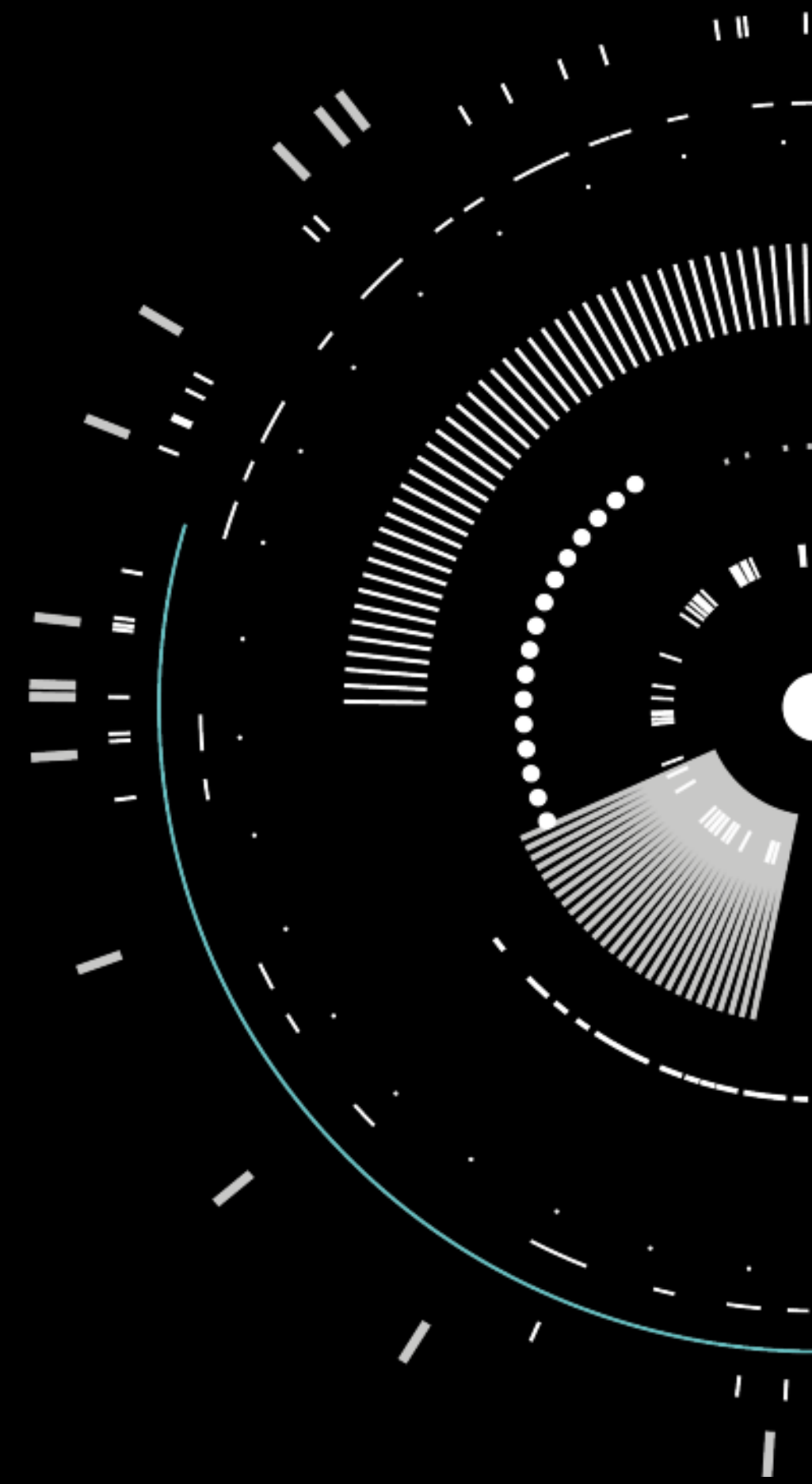


# Smart Transport Technology Solutions

## June Quarterly FY23 Financial Highlights

31 July 2023



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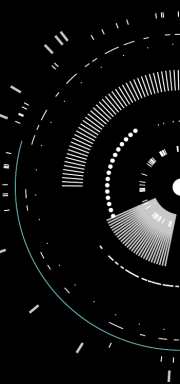
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## Who we are

- Orcoda Limited (ASX: ODA) is an integrated smart technology company, providing:
  - Software as a Service (SaaS) and fleet management solutions to manage and optimise the movement of transport assets and workforce
  - Transport and communication infrastructure contracting 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
- Clients in the transportation, healthcare transport, infrastructure and resources sectors



### Our Mission

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



### Our Vision

To be a leading provider of smart transport technology and infrastructure solutions for Smart Cities



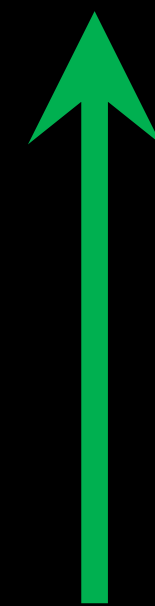
Continued robust growth | Available working capital \$5.8m as of 30/6/2023

## Q4 CUSTOMER RECEIPTS

**\$5.8m**

**+35%**

vs. Q4 FY22

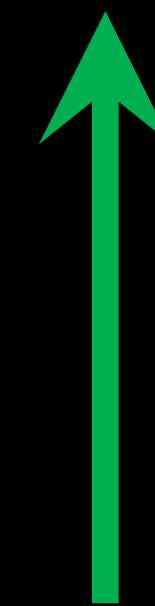


## Q4 TOTAL INCOME

**\$5.3m**

**+15%**

vs. Q4 FY22



## Q4 OPERATING CASH FLOWS

**\$0.7m**

**+259%**

vs. Q4 FY22

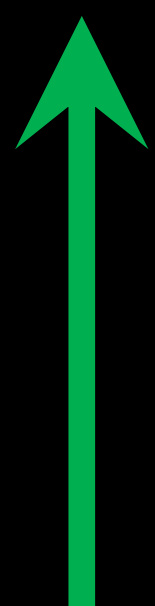


## FY23 CUSTOMER RECEIPTS

**\$22.4m**

**+31%**

vs. FY22

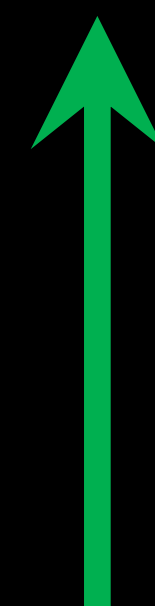


## FY23 TOTAL INCOME

**\$20.7m**

**+25%**

vs. FY22

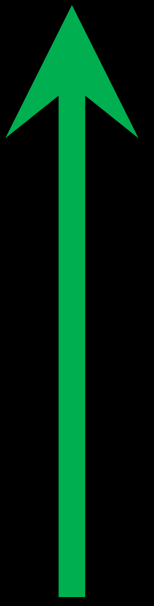


## FY23 OPERATING CASH FLOWS

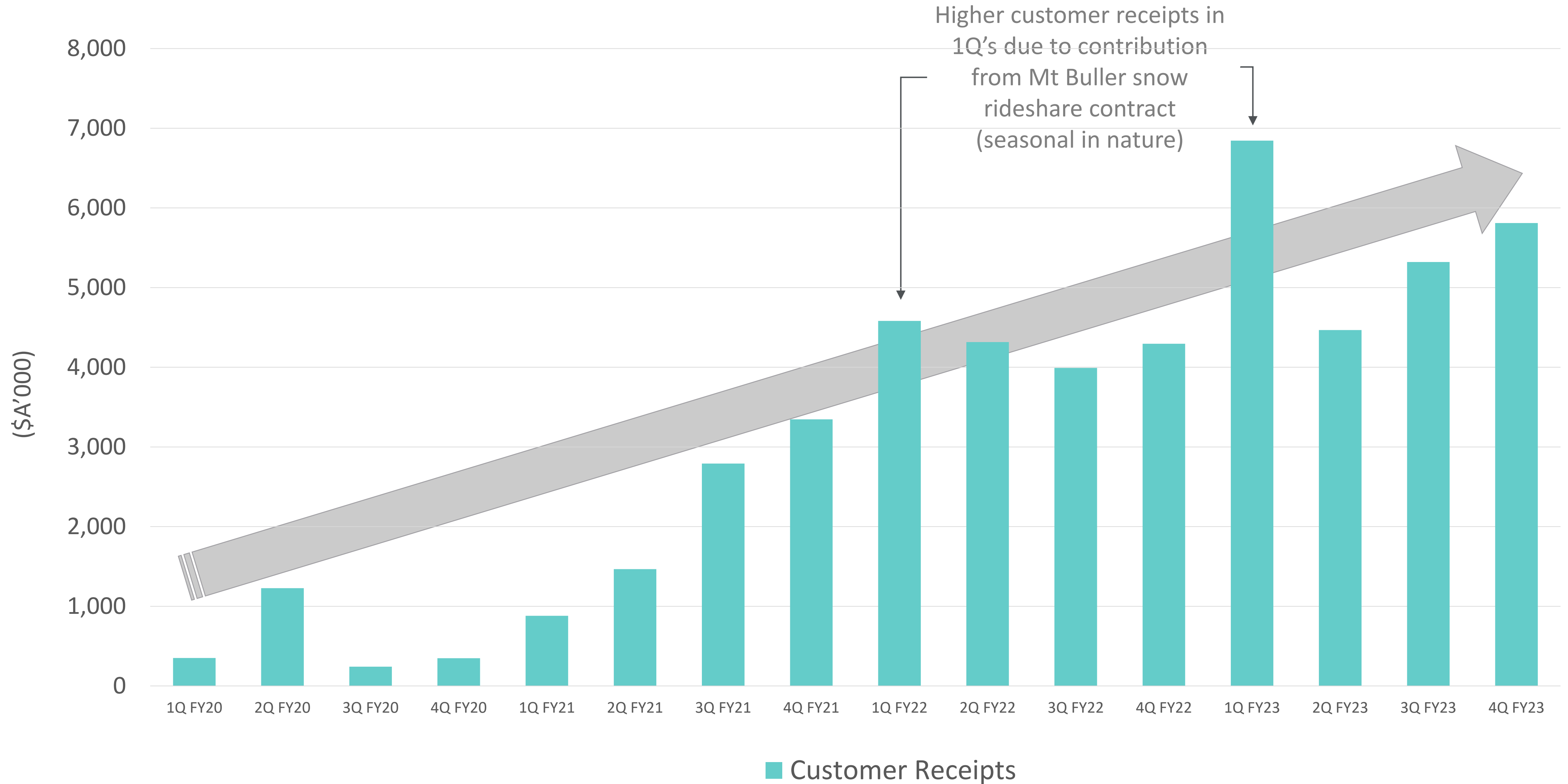
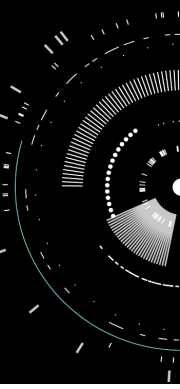
**\$2.1m**

**+97%**

vs. FY22



# POSITIVE MOMENTUM IN CUSTOMER RECEIPTS IN CONSECUTIVE QUARTERS



- ❖ Continued growth and positive momentum in quarterly receipts from customers and total income, contributing to record full year results of \$22.4 million in customer receipts and \$20.7 million in total income (unaudited), up 31% and 25% compared to FY22, respectively
- ❖ Positive operating cash flows of \$0.7 million in Q4, contributing to record full year net cash from operations of \$2.1 million, 97% higher than FY22
- ❖ Several new contracts signed/awarded since Q3
  - Betta Group: \$6.8 million Aurizon Newlands RCS contract, \$0.8 million Aurizon Callemondah LED replacement contract
  - ~\$900k 3-year SaaS contract with Northline, a leading national logistics operator
  - ~\$400k 2-year SaaS contract with Comlink Australia, a leading community transport provider in the Sunshine Coast region
  - Local government contract through Telstra from our Teaming Agreement with Teletrac Navman to manage their waste collection fleet
  - Verbally awarded 1 other SaaS project; in advanced discussions with several other prospective clients
- ❖ Completed the acquisition of Future Fleet in July – significant synergies with product integration and cross-selling opportunities, EPS accretive from year 1, substantial recurring revenue stream
- ❖ On track to launch software products in the vehicle pooling and vehicle rental segments in the coming months. Market opportunities could be substantial if successfully commercialised
- ❖ Robust balance sheet with \$4.8 million cash & cash equivalents and \$5.8 million available working capital (inclusive of unused facilities) as of 30/6/2023

## Smart Integrated Technology Solutions

Assets (Transportation) ↔ People (Workforce) ↔ Electrification and Infrastructure (Smart Cities)



**4** Transport and communication infrastructure services

**1** Transport logistics management and optimisation via OLMS and booking software platform

Our Vision: to be a leading Smart Cities transport technology solutions provider

**3** Fleet management and tracking solutions

**2** Workforce management via OWLS software platform



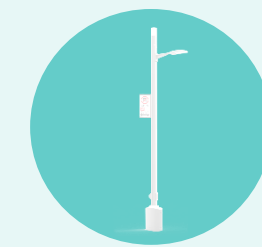
### Favourable macro dynamics and large total addressable markets

- Digital transformation trend is accelerating – strong tailwinds of growth in OLMS and OWLS adoption
- Benefitting from accelerating technology adoption such as AI and connected cars, expect significant smart-cities and smart roads investments over the next decade
- Significant opportunities across transportation, healthcare and resources industry verticals



### Market-leading optimisation algorithm in asset logistics and integrated solutions

- Software solutions powered by automated logistics optimisation algorithm, which accounts for a multitude of customizable constraints and real-time data
- Through Future Fleet, provides integrated fleet management solutions to capture and provide real-time data



### Complementary transport infrastructure services and electrification expertise

- Through Betta Group, ability to bundle software solutions with installation capabilities to pursue major smart city projects
- Well positioned to benefit from the Government's budgeted transport infrastructure spend of \$110bn over next 10 years and smart transport infrastructure build-out



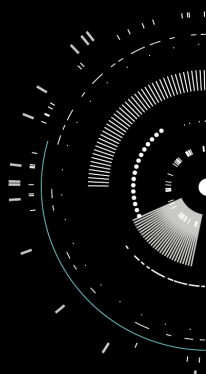
### Robust profitable growth based on recurring revenue and highly scalable model

- Strong revenue growth with substantial recurring revenue stream, sustained profitability and positive operating cash flows generation
- SaaS model is highly scalable
- Strong balance sheet with ~\$5.8m available working capital as of June FY23 quarter end



### Experienced management team and Board with proven track record

- Management team has average 25 years of relevant experience and complementary skill-sets
- Strong focus on balancing robust profitable growth vs. positioning for long-term megatrends to create shareholder value
- Proven track record of delivering organic growth and executing strategic transactions



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

Board



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



**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*



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



**Geoff Williams**  
**Non-Executive Director**  
*Founder of Betta Group, 20+ years*  
*corporate experience*

Management Team



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



**John Lemon**  
**Company Secretary**  
*Qualified solicitor and 20+ years*  
*experience as company secretary*  
*for ASX-listed and private*  
*companies*



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



**Rae Jeffrey**  
**GM Betta Group**  
*Ex Ventia Utility Services Central*  
*Queensland last 10 years and*  
*grew business from \$7m p.a. to*  
*\$31m p.a.*

### Market information

Share price at 25-July-2023 (rounded) \$0.34

Shares on issue 167m

**Market capitalisation \$56m**

Cash and cash equivalents \$5m

### Shareholders > 5% of Issued Shares

Geoffrey Williams	9.8%
Pronk Holdings Group	9.1%
Blamnco Trading and Chembank	7.2%
Ravenslea Nominees	6.4%
Janegold Pty Ltd	5.3%
Halcyon United Pty Ltd	5.2%
Cameron Richard	5.2%



**GEOFF JAMIESON**  
MANAGING DIRECTOR

[www.orcoda.com](http://www.orcoda.com)

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

Orcoda Limited (ASX: ODA) is a leading provider of integrated smart technology solutions in transport logistics, workforce logistics and transport infrastructure. We are dedicated to optimising our clients' operations, enhancing efficiencies, connectivity and compliance. Our mission is to be our clients' trusted partner in their digital transformation journey.

Our clients include some of Australia's largest companies in the transport logistics, healthcare transport, infrastructure and resources sectors.

Our long term vision is to be a leading Smart Cities transport technology solutions provider.

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<https://investorhub.orcoda.com/> to find our company announcements, receive updates and interact with Orcoda management.

