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15 November 2023

ASX ANNOUNCEMENT – ORCODA LIMITED (ASX: ODA)

AGM Presentation

Please find attached the Managing Director's presentation to be given at the Company's annual general meeting today.

For more information, please contact:

Geoff Jamieson
Managing Director
E: gjamieson@orcoda.com

-ENDS-

This ASX release is authorised by the Board of Orcoda Limited.

ABOUT ORCODA

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.

Please sign up to our Interactive Investor Hub <https://investorhub.orcoda.com/> for our Company announcements, receive updates and interact with Orcoda management.

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Smart Transport Technology Solutions Provider

Orcoda (ASX: ODA) 2023 AGM Presentation

15 November 2023



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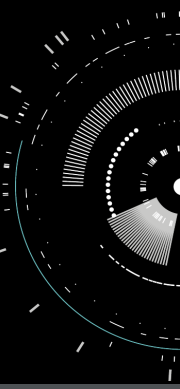
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Integrated smart transport technology solutions provider



\$21m total income
in FY23, with a substantial
SaaS recurring revenue
stream



\$2m EBITDA
in FY23, delivering our financial
target of profitable growth



~2.5x
increase in Orcoda share price
year-to-date



280+
customers in transportation,
healthcare transport, infrastructure
and resources sectors



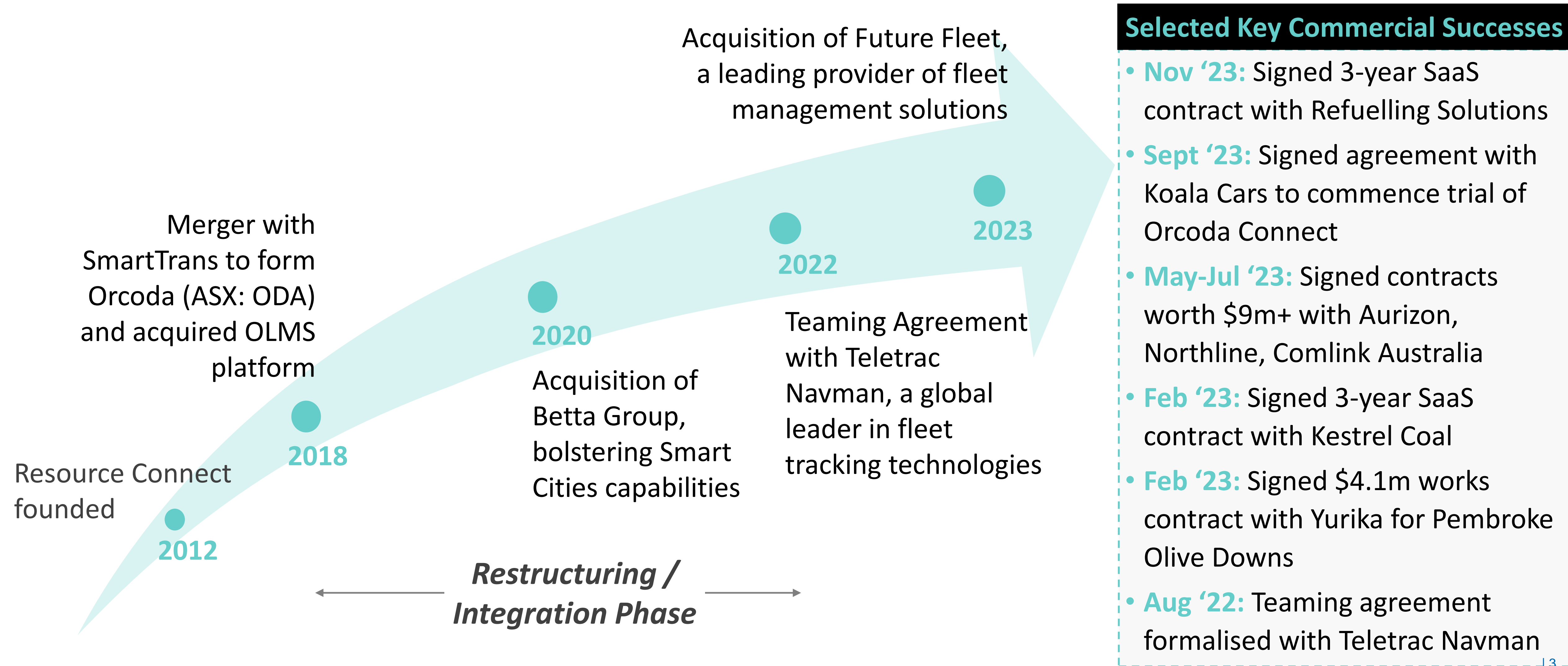
7,000+
customer vehicles using Orcoda
technologies to optimise their
transport operations



~3 million
transport movements p.a. are
optimised and managed by
Orcoda software solutions



Strong momentum on the back of acceleration in digital transformation



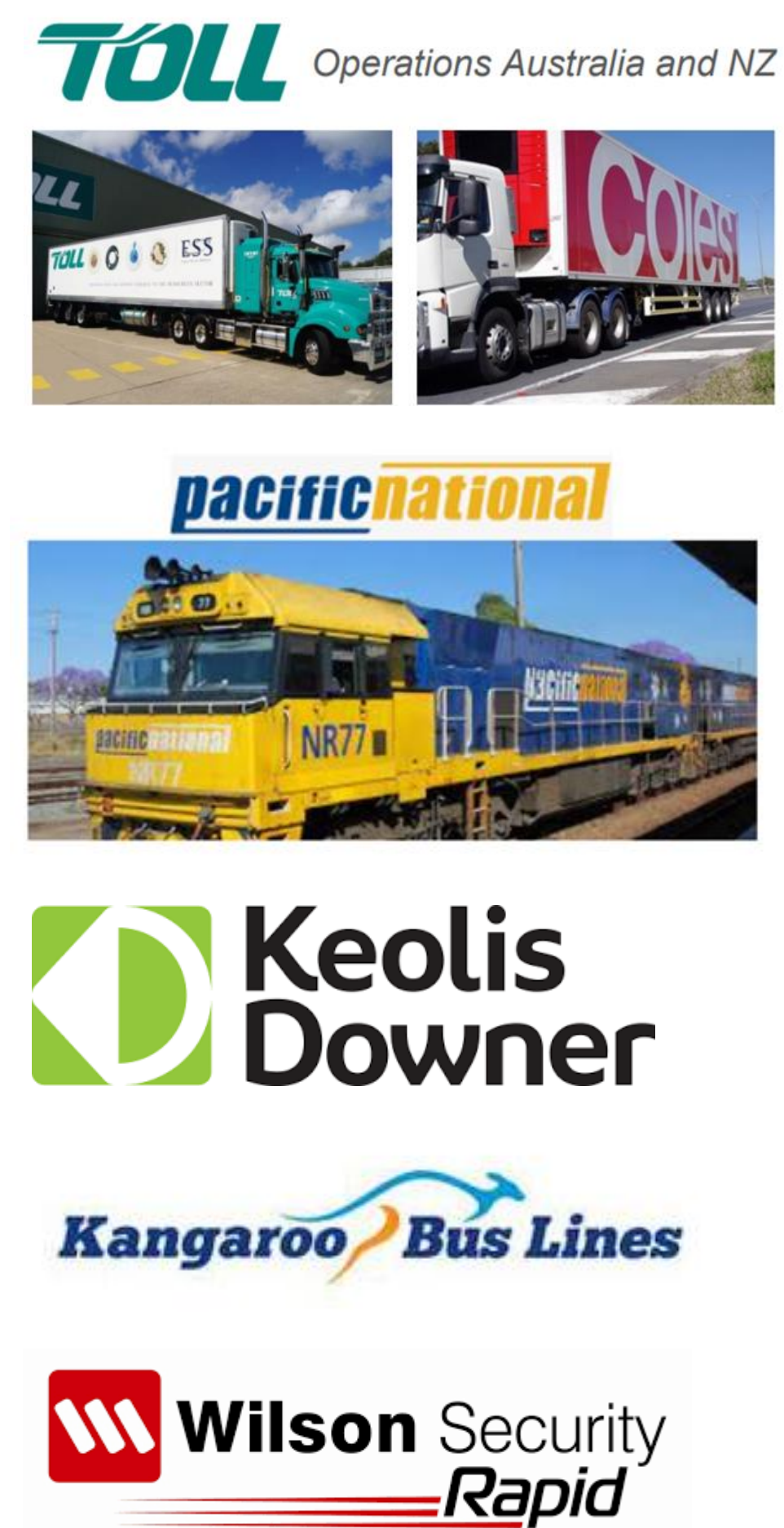
Selected Key Commercial Successes

- **Nov '23:** Signed 3-year SaaS contract with Refuelling Solutions
- **Sept '23:** Signed agreement with Koala Cars to commence trial of Orcoda Connect
- **May-Jul '23:** Signed contracts worth \$9m+ with Aurizon, Northline, Comlink Australia
- **Feb '23:** Signed 3-year SaaS contract with Kestrel Coal
- **Feb '23:** Signed \$4.1m works contract with Yurika for Pembroke Olive Downs
- **Aug '22:** Teaming agreement formalised with Teletrac Navman

OUR CUSTOMERS



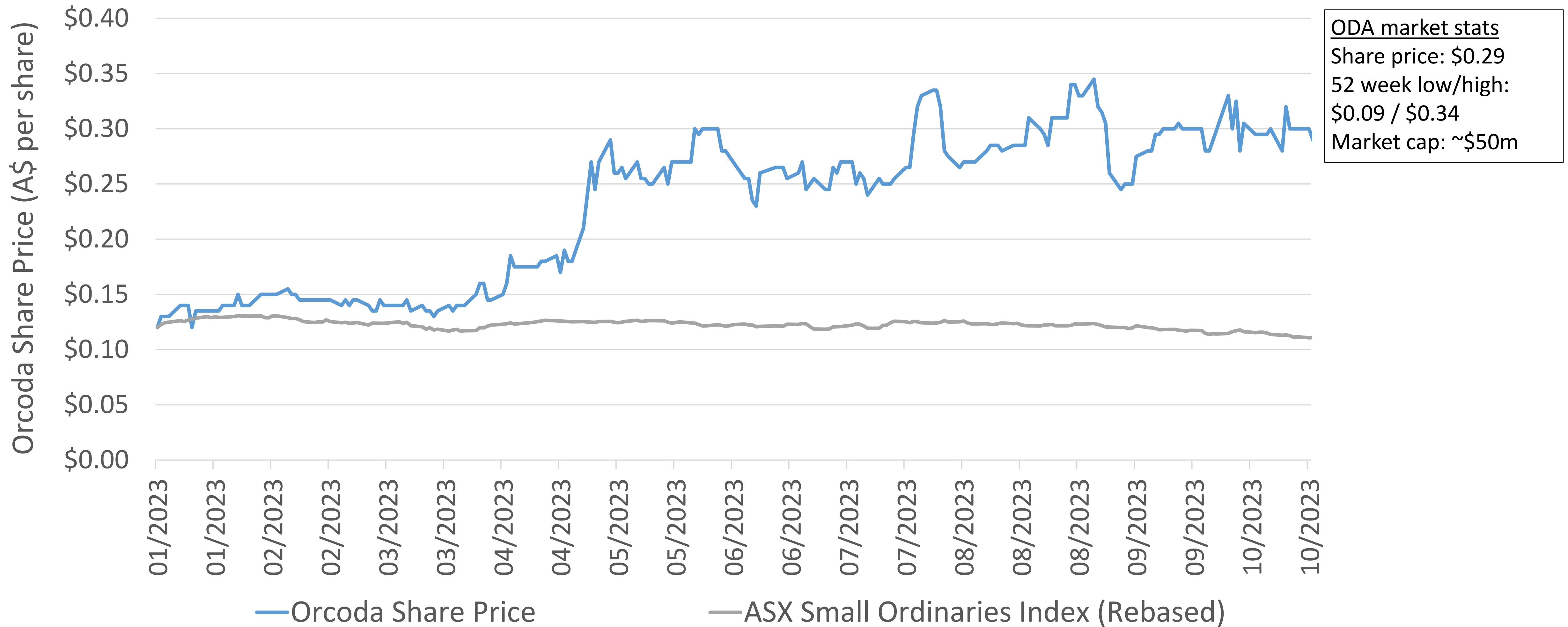
Orcoda software manages 7,000+ customer vehicles across ANZ, optimising their transport operations



Real-Time Customer Tracking Map (Selected Customers)

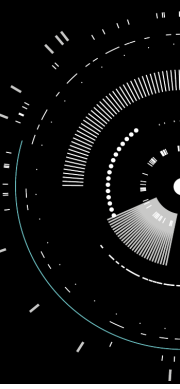


YTD share price up ~2.5x, outperforming the ASX Small Ordinaries Index



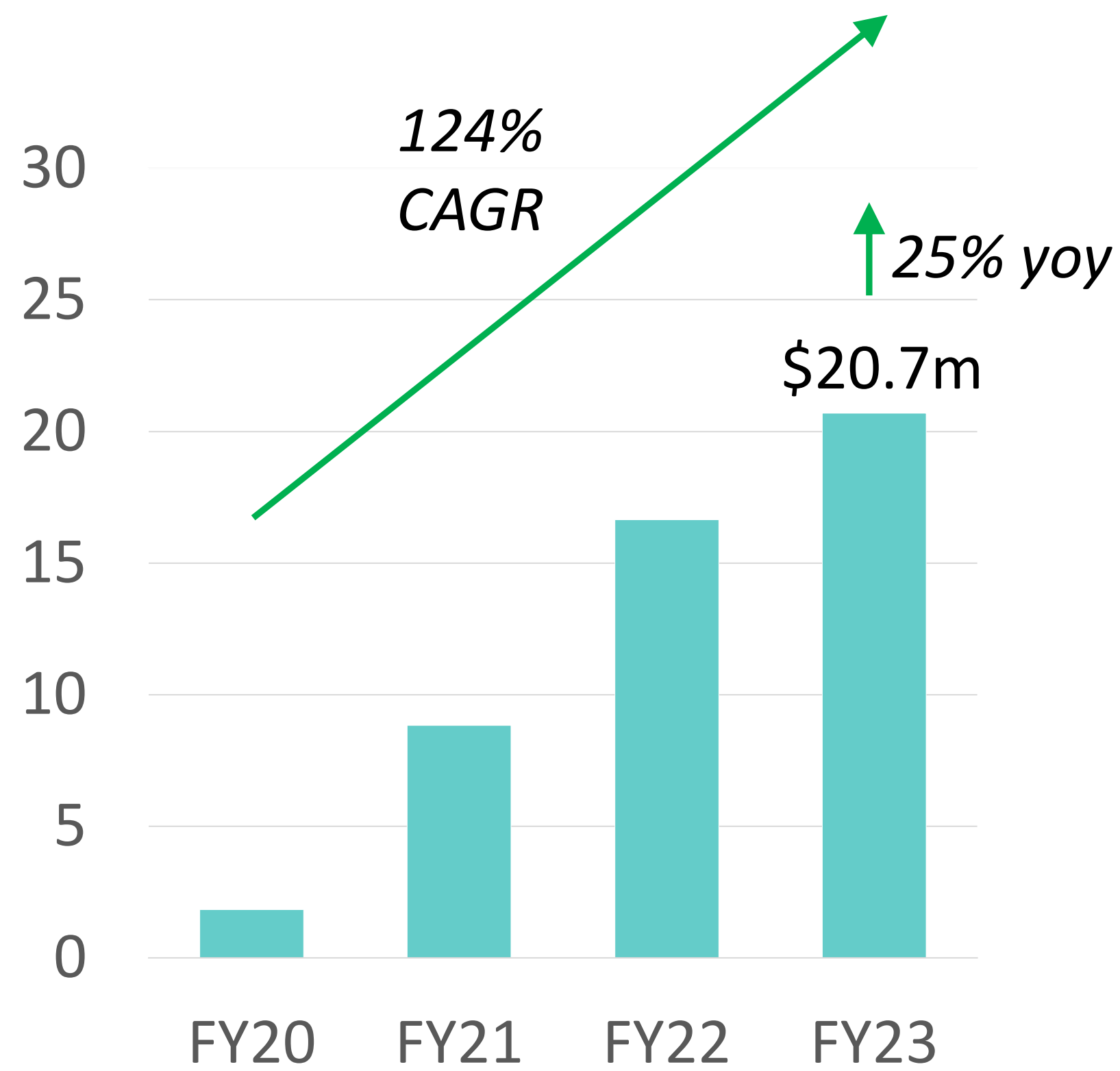
Market data as of 10/11/2023.

ASX Small Ordinaries Index (AXSO) prices rebased to ODA share price as of 1/1/2023.

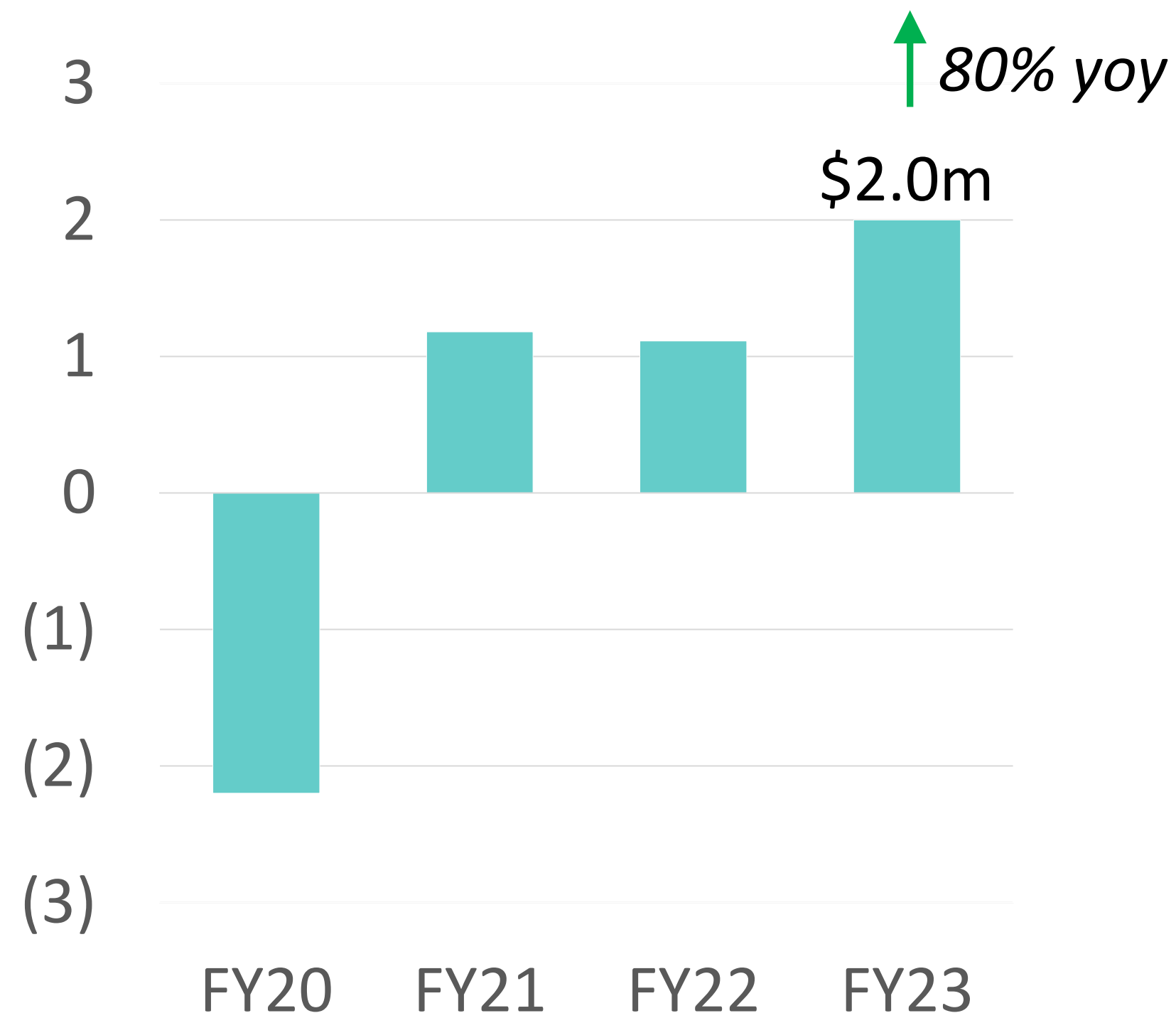


Robust profitable growth | Positive operating cash flows

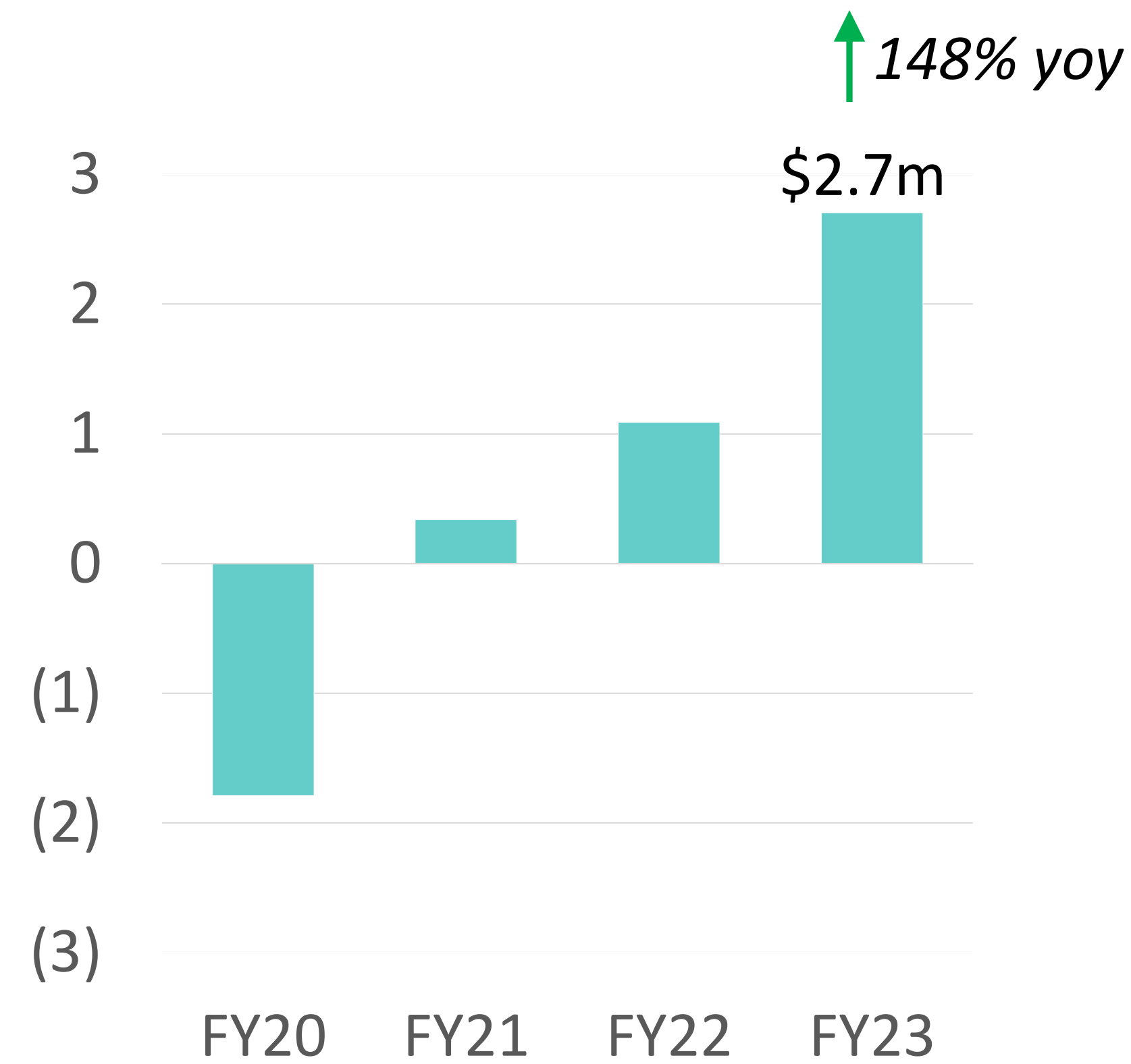
Total Income (A\$m)



EBITDA (A\$m)



Operating Cash Flow (A\$m)

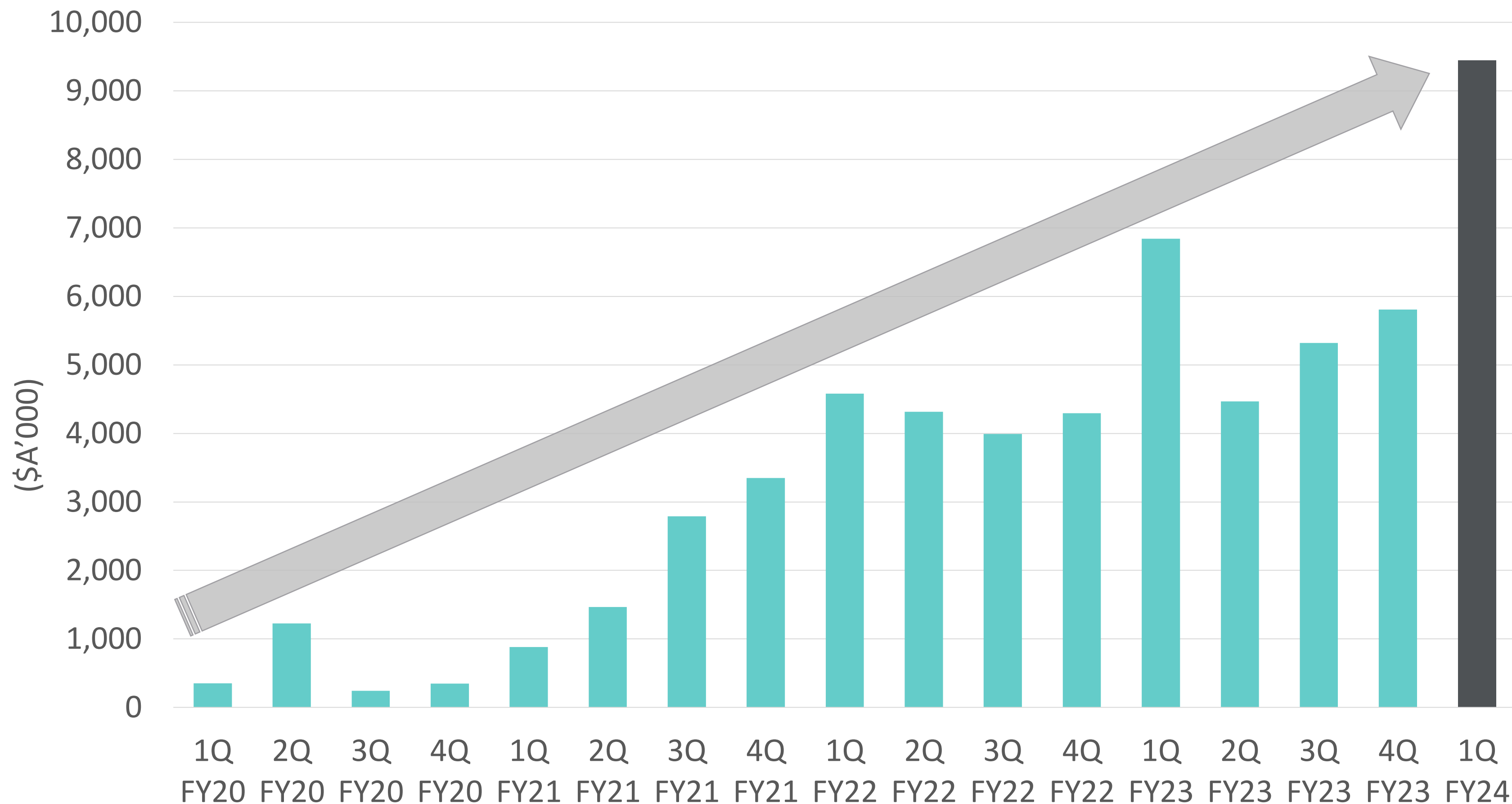


Betta Group consolidated on 1 December 2020.

EBITDA is earnings before interest, tax, depreciation and amortisation and other non-cash items.

Record quarterly results with strong momentum

QUARTERLY CUSTOMER RECEIPTS



Q1 FY24 RESULTS⁽¹⁾

- Customer receipts \$9.4 million, up 38% over previous corresponding period (pcp)
- Total Income: \$9.0 million, up 55% pcp
- Operating cash flows: \$1.8 million, up 50% pcp⁽²⁾
- Cash & cash equivalents as of 30/9/2023: \$5.5 million

Customer receipts in Q1's benefit from the Mt Buller ski rideshare management contract (seasonal in nature).

(1) Unaudited figures hence subject to changes. Due to rounding, percentages may not precisely reflect the absolute figures.

(2) Q1 FY23 operating cash flows \$1.1 million excluding \$0.5 million one-off income tax refund.

1. Increase recurring software revenue and extract operating leverage
 - ❖ Contribution from recently awarded SaaS contracts, such as Refuelling Solutions, Northline and Comlink Australia
 - ❖ Convert and build existing pipeline
 - ❖ Realise product integration and cross-selling synergies with Future Fleet
 - ❖ Commercialisation of new innovative technology solutions – e.g. car rental / car pooling management solutions currently in testing phase with Koala Cars
2. Future Fleet: replace 3G telematic devices and upsell solutions ahead of the scheduled 3G network shutdown in 2024
3. Betta Group: Pursue large transport and smart city infrastructure projects
4. Pursue strategic and value-accretive acquisitions

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



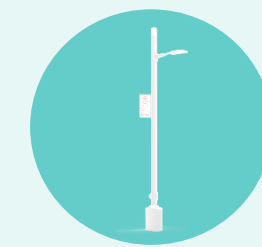
Favourable macro dynamics and large total addressable markets

- 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 ~\$6.5m available working capital as of September '23 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
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



Jesse Drummond
Chief Technology Officer
Extensive experience in
developing enterprise application
software and managing cloud
solution architecture



Rick Polzi
MD Future Fleet
20 years with Future Fleet;
Bachelor of Engineering
(Electrical)



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 10-Nov-2023 (rounded) \$0.29

Shares on issue 169m

Market capitalisation \$50m

Cash and cash equivalents \$5.5m

Shareholders > 5% of Issued Shares

Geoffrey Williams*	9.7%
Pronk Holdings Group*	8.9%
Blamnco Trading and Chembank	6.5%
Ravenslea Nominees*	6.3%
Halcyon United Pty Ltd*	5.2%
Cameron Richard Pty Ltd	5.1%

* Held by current or former employees/directors



GEOFF JAMIESON
MANAGING DIRECTOR

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