

ASX RELEASE

27 February 2025

## 1H FY25 Results

Orcoda Limited (ASX: ODA) (“Orcoda”, “Company” or “Group”) is pleased to announce its half year results for the period ended 31 December 2024 (“1H FY25”).

### 1H FY25 Highlights:

- Strong momentum in the Transport Technology division, with SaaS revenue growth of 56% on the previous corresponding period (pcp), reflecting growing demand for Orcoda software solutions
- Continuing to execute on growing recurring revenue, with Annual Recurring Revenue (ARR) of \$4.5 million at period end, +11% on pcp
- Betta Group within the Infrastructure Services division has been affected by its largest customer deferring its works program. As a result, Company total income was down 34% to \$9.5 million and EBITDA was \$(0.5) million, overshadowing the growth in the Transport Technology division
- Despite a challenging first half, the Company generated positive net operating cash flows in each quarter, and ended the half with cash and cash equivalents of \$3.1 million
- Positive outlook with Transport Technology division expected to continue to grow its SaaS recurring revenue underpinned by a strong pipeline, and significant opportunities within the Infrastructure Services division with the situation at Betta Group expected to be temporary

### Commenting on the 1H FY25 results, Managing Director Geoff Jamieson said:

*“Notwithstanding a disappointing first half result, I am pleased to see the growing momentum in Transport Technology with transport SaaS and Future Fleet’s telematics solutions coming together. Our focus is to enhance our sales capabilities to accelerate recurring SaaS revenue growth harnessing our portfolio of software and system solutions.*

*Maintaining our net operating cash flow in the positive for each quarter of the 1<sup>st</sup> half was a good result considering the Betta Group downturn.*

*I am confident that Betta Group will bounce back strongly as it executes on its customer diversification strategy on the back of robust demand in the Central Queensland region for the foreseeable future.”*

### Group Results Summary

Orcoda’s 1H FY25 total income was \$9.5 million, which is 34% lower compared to \$14.5 million recorded in the half year period ended 31 December 2023 (“1H FY24”). The decline is attributable to lower revenue from Betta Group within the Infrastructure Services division and the seasonal Mt Buller Contract, as further detailed in the divisional results below. In 1H FY25, the Transport Technology

division accounted for 52% of group revenue (1H FY24: 33%). Total ARR was \$4.5 million<sup>1</sup>, +11% on pcp.

Impacted by lower revenue, Orcoda's 1H FY25 EBITDA was \$(0.5) million (1H FY24: \$1.5 million) and net loss after tax was \$1.5 million (1H FY24: \$0.6 million profit).

Despite the challenging half, Orcoda recorded positive net cash flow from operations in each quarter. As of 31 December 2024, Orcoda had cash and cash equivalents of \$3.1 million with \$1.0 million unused committed bank financing facilities.

### **Transport Technology Division**

During 1H FY25, Orcoda successfully implemented its Orcoda CT software across six new community transport providers and fully rolled out OLMS including the booking platform across the Mini-Tankers vehicle fleet within Refuelling Solutions, driving 56% growth in divisional SaaS revenue compared to 1H FY24.

The division has secured multiple new transport SaaS contracts that will collectively add c.\$330k of ARR once they are implemented over the next few months, with forecasted revenue of over \$1 million during the initial term of these contracts. Total committed licensed vehicles at end of the period has expanded 1.6 times vs last year end.

Future Fleet successfully managed the 3G network shutdown, allowing the business more time to focus on driving new sales and realising cross-selling / integration opportunities with Orcoda's transport software solutions.

The division continues to focus on the roll out of its new innovative solutions. Beta testing these solutions is taking place which should provide new sources of growth and be complementary to existing Orcoda transport solutions suite.

Notwithstanding these positive divisional results, the Mt Buller rideshare and guest transit contracts (Mt Buller Contract) revenue declined 21% vs. pcp as the 2024 snow season was shortened and impacted by unfavourable weather conditions. Further, Alpine Resorts Victoria has decided not to extend the Mt Buller Contract beyond the initial five year term which ended on 31 October 2024, which is contradictory to Orcoda's opinion that the four year contract extension has previously been agreed between the parties. Orcoda is awaiting tender outcome and may pursue legal actions to protect its interests.

Overall, Orcoda's Transport Technology divisional income excluding Mt Buller Contract was up 19% on pcp. 1H FY25 divisional EBITDA was \$1.1 million, up 21% on pcp with 330bps margin expansion.

### **Infrastructure Services Division**

During 1H FY25 Betta Group successfully completed the \$6.8 million Aurizon Newlands RCS signalling contract (largest ever contract for Betta Group). However, Betta Group has been impacted by its largest customer deferring its works program year to date. As a result, divisional total income was 53% lower, from \$9.7 million in 1H FY24 to \$4.6 million in 1H FY25. The percentage decline was also exacerbated by an exceptionally strong 1H FY24 for Betta Group as it earned close to half of its revenue from two very large projects.

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<sup>1</sup> Excludes contribution from the Mt Buller Contract. The previously reported FY24 ARR of \$6.4 million includes gross contracting revenue from the Mt Buller Contract.



To mitigate impact of the decline in revenue, Betta Group has had to downsize its workforce to manage its cost structure. 1H FY25 divisional EBITDA was \$(0.2) million (1H FY24: \$2.0 million).

Orcoda expects the current situation at Betta Group to be temporary. Also, Betta Group has made good progress in accelerating its customer diversification strategy during 1H FY25 – notably, it has been selected onto multiple Energy Queensland panels (Energex, Ergon and Yurika) which are expected to result in substantial revenue opportunities going forward.

### **Strategy/Outlook**

In the Transport Technology division, Orcoda is focused on growing its pipeline across its solutions portfolio, such as transport optimisation and booking SaaS, carpooling SaaS, turn-by-turn navigation SaaS and a suite of in-vehicle fleet management solutions. To drive growth, Orcoda intends to continue to invest in sales & marketing, technology platform, people and working closely with strategic channel partners. In particular, the Company is highly encouraged by the strong momentum in the community transport segment and traction with selected new transport solutions, and is increasing sales force to substantially drive recurring revenue through direct sales.

In the Infrastructure Services division, Orcoda expects the current situation at Betta Group to be temporary, and is focused on winning more works from multiple customers in Betta Group. It is also promoting OWLS, its proprietary workforce management software solutions platform.

The key financial objectives for Orcoda are to continue to grow its recurring revenue base, extract operating leverage to increase profitability and deliver higher returns for shareholders.

### **For more information, please contact:**

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*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.*  
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