Orcoda Limited (ASX: ODA)

November 2019 Update
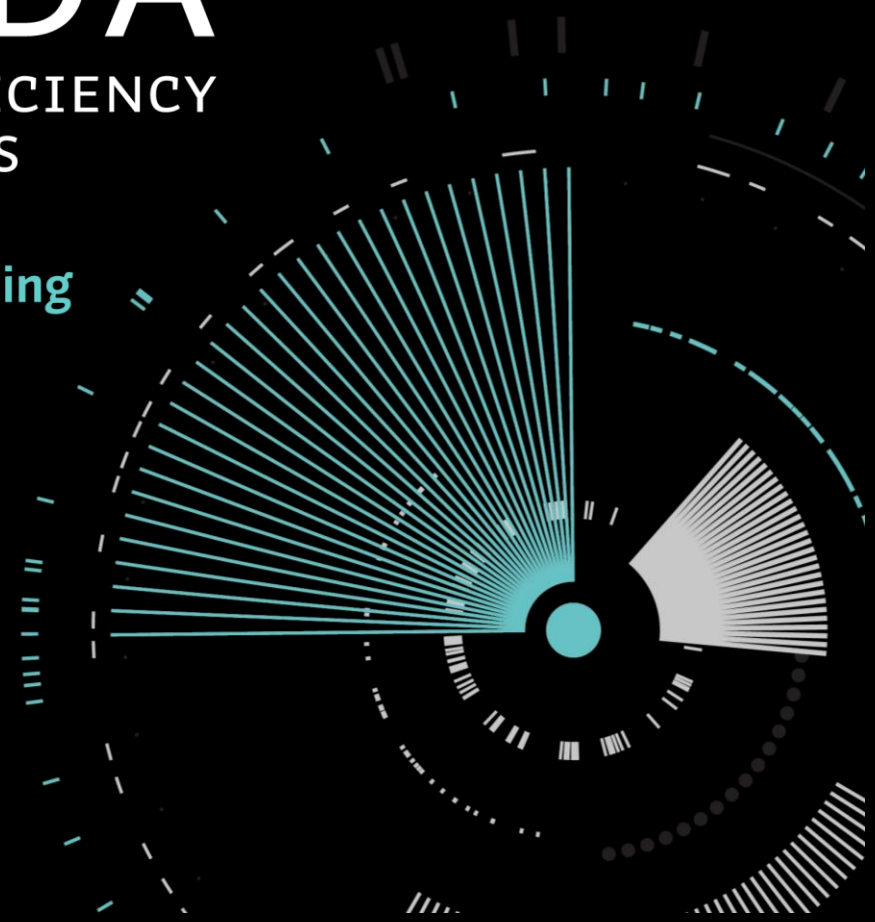
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Orcoda Corporate Snapshot & Board

Corporate overview	
ASX code	ODA
Shares on issue	109M
Market Cap (at $0.25 per share)	$27M
Unlisted Options	2.0M
52 week high ($/share)	$0.29
52 week low ($/share)	$0.08
Loans	Nil

Major shareholders	No. Shares	%
1 Allium Capital Management Pty Ltd	15.5m	14.3
2 Tamlin Super Fund	8.9m	8.2
3 Janegold Pty Ltd	8.7m	8.1
4 Hardman FIFO Pty Ltd	8.7m	8.1
5 Halcyon United Pty Ltd	8.7m	8.1
20 largest shareholders:	79m	73
Total Shareholders (number)	2,300	100

Board of Directors

Nicholas Johansen
Non-Executive Chairman.
Chair Audit Committees
Partner Cozens Johansen Law. NED Armadale Capital PLC. President NT Resources & Energy Law Association

Stephen Pronk
Non-Executive Director
Active investor at Brisbane Angels, Director of AimLab, advanced pathology laboratory automation equipment in Healthcare sector and Chairman of Talentvine

Geoff Jamieson
MAICD Managing Director CFO / Member Audit committee. *MD Resource Connect Ex Merchant banker, Managing Director / Financial Controller 5 Listed Public Companies*

Brendan Mason
MAICD Non-Executive Director, *Chair Rem Committee. Ex Caterpillar, Cochlear, Boral, Lucent/Bell Labs, Past Chair AustCham (Beijing)*

James Canning-Ure
Non-Executive Director
Ex Senior Auditor PWC Ex Barclays Bank, Current Director Republic PR, NED on 2 ASX listed public companies

1 Year price chart

Volume (m) — ODA.ASX

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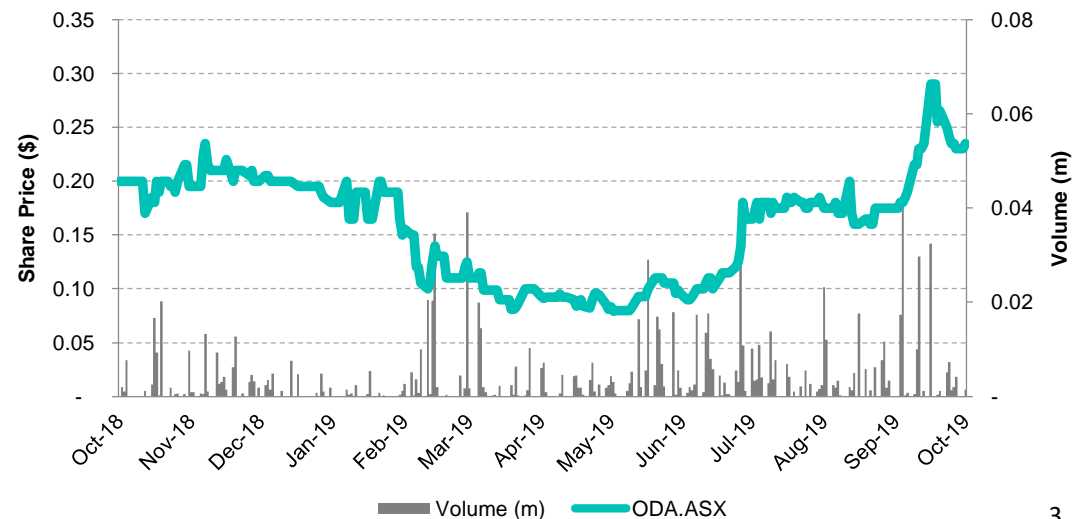
Orcoda FY 19 Highlights

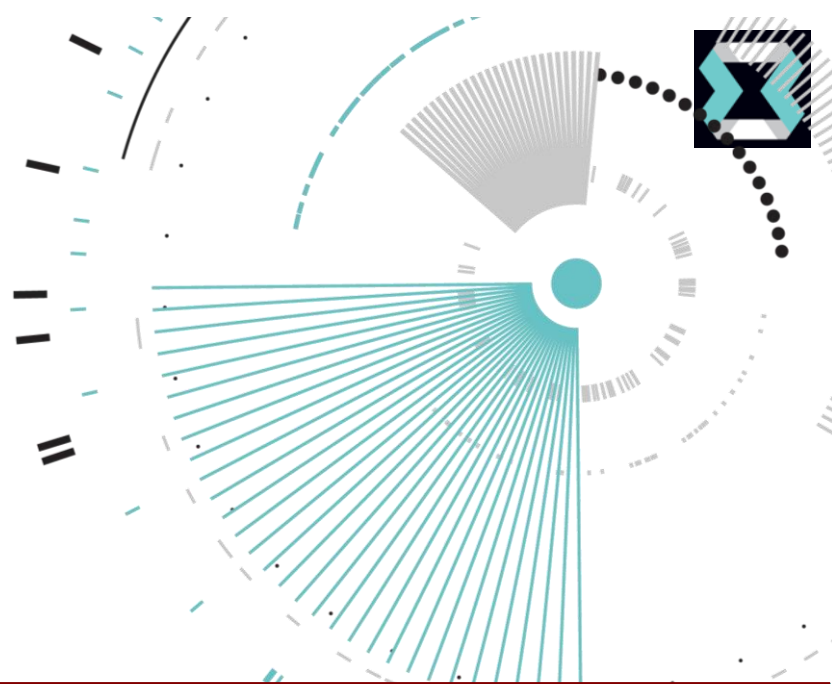|	
SEGMENT REVENUE	*Up ~70% to $2.4m from $1.4m in FY18*
CONSOLIDATED FY 19 TURN AROUND	*FY18 loss of $5.8M to FY19 loss of $142k*
CONSOLIDATED FY19 RESULTS	*1st half loss $750k to second half profit $633k*

The increase in FY19 revenue demonstrates the success from introducing the sale of Orcoda licenses to operate the vehicle rental business.

Whilst this revenue stream is derived from all segments, the Healthcare segment was the largest contributor to the FY 19 profit increase. This reflects the successful uptake of the Orcoda licenses which aids with transporting client's patients who are aged or have moderate disabilities.

Segment performances

30th of June 2019	Transport Logistics	Resource Logistics	Healthcare Logistics	Other	Totals
Segment revenues	$1,218,941	$147,849	$1,033,110	$0	$2,399,900
Segment profit / (loss)	$106,617	-$42,757	$380,988	$256,032	$700,880
30th of June 2018					
Segment revenues	$974,164	$258,978	$0	$141,862	$1,375,004
Segment profit / (loss)	-$554,056	-$133,569	$0	-$836,165	-$1,523,790
Profit difference between FY19 and FY18	$660,673	$90,812	$380,988	$1,092,197	$2,224,670

Orcoda Optimise Everything

ORCODA

optimise everything

OPERATIONAL EFFICIENCY SPECIALISTS

Integrates Systems, Processes and Data through connecting and automating complex supply chains to improve operational efficiencies:

(Real Time Digital Platform / Management Expertise / Contracting Services)

Plan

The ability to plan effectively is in our DNA. Let us make it part of yours.

- Workforce and asset scheduling, direct roster optimisation and compliance planning
- Business intelligence and workflow mapping
- Workforce and asset mobilisation strategies
- Asset allocation and scheduling

Mobilise

We mobilise people and assets in the most timely and cost-effective way.

- Mobility and visibility controls over people and assets
- Asset procurement, utilisation and optimisation controls
- Workforce onboarding and compliance monitoring
- Real-time client demand mapping

Manage

We help you to identify, adapt and respond to changes as they occur, minimising disruption and maximising profitability.

- Real-time reporting and analysis over workforce and assets
- Worker onboarding, mobilisation and worksite management
- Contractor and asset supplier management
- System and process engineering and integrations

Orcoda Operational Efficiency Specialists

We're Operational Efficiency Specialists

	Healthcare Logistics	Transport Logistics	Resource People Logistics
Industries	· Community · Aged Care · Disability	· Transport and Logistics · Manufacturers and Distributors · Field Service	· Mining, Oil and Gas · Infrastructure · Business
Capabilities	· Retirement and Aged Care Transport Services · Community Transport Services · Health Transport Services	· Deliveries · Collections · Installations · Inspections	· Onboarding · Mobilisation · Worksite Compliance

Healthcare Logistics

Compliance

Increase visibility, safety and compliance

- Driver onboarding
- Unique 4 type verification: (Time, GPS, driver comments, photo/signature)
- Single device in field for real time progress of job fulfilment: live manifests, navigation, confirmation and communication
- Notifications to and from platform and to devices
- Automatic end of day reporting
- Automatic alerts for exception
- Sign on confirmation of safe start

Platform for Operations, SaaS & licensing

Operations

Increase vehicle utilisation

- More trips per asset
- Increased jobs/vehicle per day
- Increased average kilometers/trip
- Increased billable kilometers
- Scheduling and route optimisation
- Manage your own fleet or fully outsource option
- Driver roster optimisation
- Rental vehicle business opportunities
- Vehicle telematics for fuel consumption, safety and maintenance

People Transport Services

Satisfaction

Improve customer service and satisfaction

- Real time updates for clients and their families' bookings and arrival times
- On time pick-ups and drop offs
- Drivers trained and compliant with Blue Card / Yellow Card, Driver Accreditation, First Aid certification and police checked
- Care and support for people who are aged or who have a disability

Connectivity to platform for drivers & passengers

Healthcare Logistics Case Study

PROJECT: Community Transport

OBJECTIVES

- Improve fleet utilisation
- Reduce costs
- Improve reporting
- Improve customer service

ORCODA SOLUTION

- Optimised routes and scheduling
- Introduction of single device in field for live reporting and communication
- Automation of end-of-day reporting
- Aggregation of information

OUTCOMES

- Saving of $1.75 million through more efficient use of existing fleet
- Reduction in unallocated jobs saving up to $7,560/day in lost revenue
- Increased visibility, safety and compliance
- Improved service for customers

"The new ORCODA optimisation allocation solution will have an immediate and practical impact on the lives of the community members who can't drive or take public transport...We are fast approaching 200,000 trips annually and travel over two million kilometres each year. The ORCODA solution will allow us to grow more efficiently."

Terry O'Toole, Operations Manager

+23.8% ave km/trip

+29.1% billable km

+25% trips/vehicle /day

-25.4% empty km

Customer Government Agencies

ndis

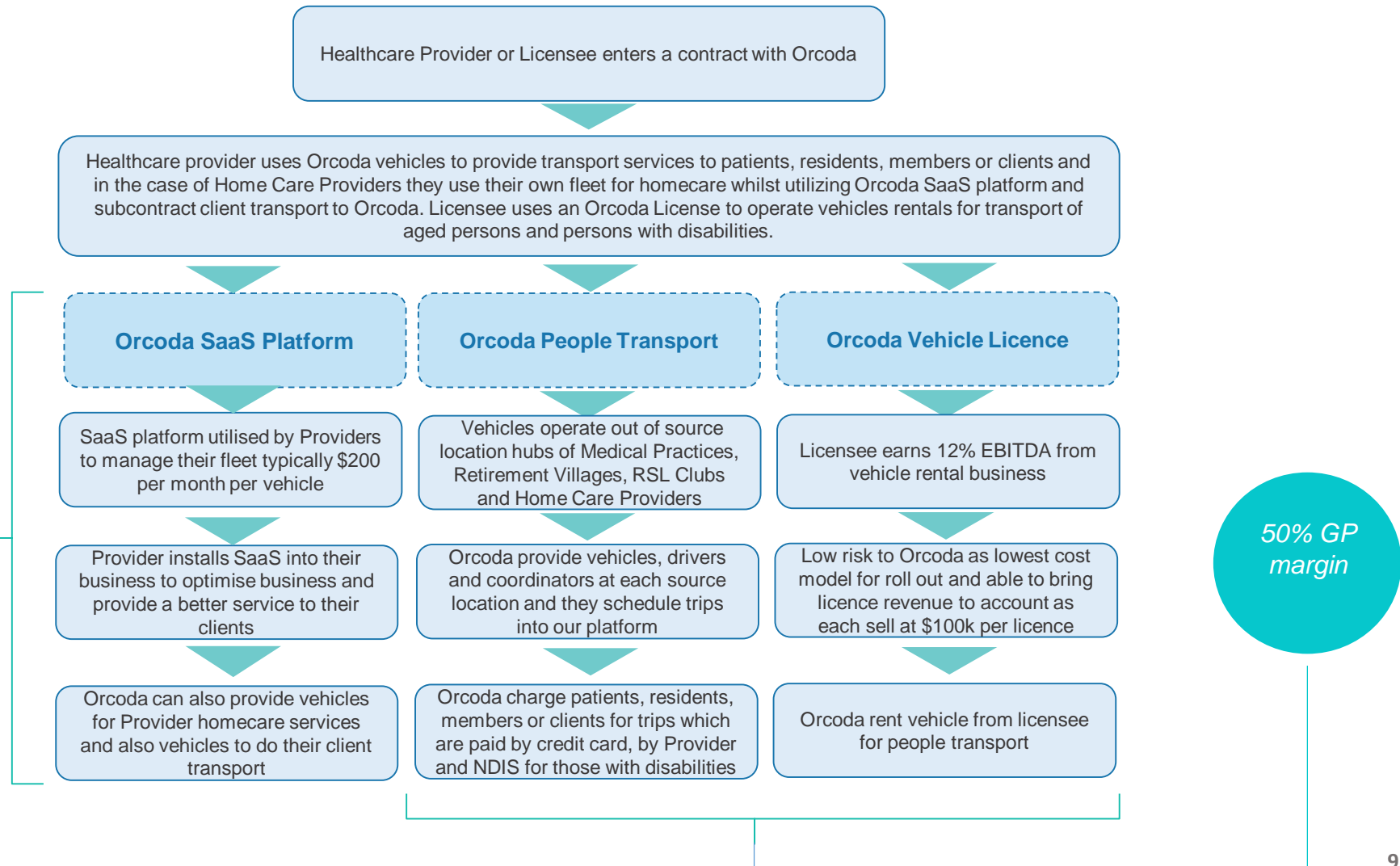Australian Government

myagedcare

Australian Government
Department of Veterans' Affairs

Healthcare Logistics Revenue Model

1. Contract-based revenue model offering a SaaS solution and people transport services.
2. License based revenue from sale of licenses to Licensees to operate a vehicle rental business

Healthcare Provider or Licensee enters a contract with Orcoda

Healthcare provider uses Orcoda vehicles to provide transport services to patients, residents, members or clients and in the case of Home Care Providers they use their own fleet for homecare whilst utilizing Orcoda SaaS platform and subcontract client transport to Orcoda. Licensee uses an Orcoda License to operate vehicles rentals for transport of aged persons and persons with disabilities.

Orcoda SaaS Platform

Orcoda People Transport

Orcoda Vehicle Licence

SaaS platform utilised by Providers to manage their fleet typically $200 per month per vehicle

Vehicles operate out of source location hubs of Medical Practices, Retirement Villages, RSL Clubs and Home Care Providers

Licensee earns 12% EBITDA from vehicle rental business

Provider installs SaaS into their business to optimise business and provide a better service to their clients

Orcoda provide vehicles, drivers and coordinators at each source location and they schedule trips into our platform

Low risk to Orcoda as lowest cost model for roll out and able to bring licence revenue to account as each sell at $100k per licence

Orcoda can also provide vehicles for Provider homecare services and also vehicles to do their client transport

Orcoda charge patients, residents, members or clients for trips which are paid by credit card, by Provider and NDIS for those with disabilities

Orcoda rent vehicle from licensee for people transport

SaaS 70% GP margin small revenue

50% GP margin

Transport Logistics

Increase visibility, safety and compliance

- Wholly configurable proof of delivery capture
- Single device in field for real time progress of job fulfilment: live manifests, navigation, confirmation and communication
- Pre-start driver checklist
- Active notifications
- Automatic end of day reporting
- Automatic alerts for exceptions

Increase vehicle and driver efficiency

- More trips per asset
- Increased jobs/vehicle per day
- Increased average kilometres/trip
- Increased billable kilometres
- Scheduling and route optimisation
- Manage your fleet or fully outsource option
- Manual or automated scheduling
- Lower cost of service
- Driver roster optimisation

Improve customer service and satisfaction

- Real time updates for clients on bookings and arrival times
- On time pick-ups, drop offs and proof of delivery
- Mobile application fully integrates with customer service
- Application Programming Interface (API) into Enterprise Resource Planning (ERP) systems

Mobility & Visibility

Business Intelligence & Workflow

Scheduling & Planning

Transport Logistics Case Study

PROJECT: Austral Bricks, Vic.

OBJECTIVES

- Revolutionise delivery system
- Improve customer experience and service requirements

OUTCOMES

- Fully electronic driver workbooks and safety compliance
- Flexible delivery scheduling process
- Driver tracking
- Text notification for customers with an ETA on all deliveries and confirmation on delivery completion
- Photos as proof of delivery and / or site issue that can be viewed live
- Customer service reports

ORCODA SOLUTION

- The result is more efficient scheduling, improved compliance and verification.
- More efficient and customer friendly service with greater visibility

"The solution has brought management, transparency and consistency as well as increased visibility, efficiency, control and accountability of our delivery process."

**Nick Pappagianis,
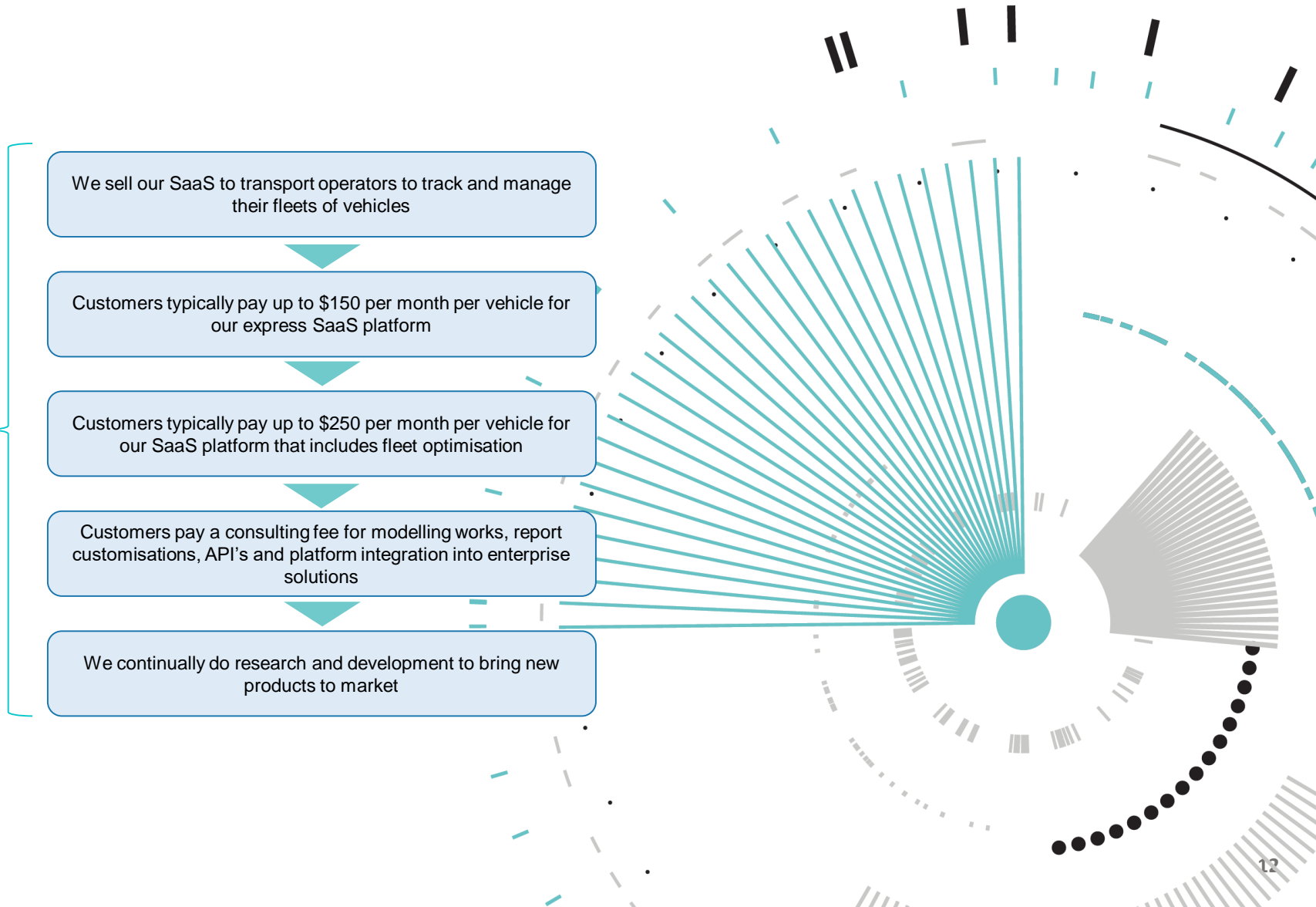Transport Manager, Vic.**

Target Customers

Transport Logistics Revenue Model

- Contract-based revenue model offering a SaaS solution and transport services.

SaaS 70% GP margin small revenue

We sell our SaaS to transport operators to track and manage their fleets of vehicles

↓

Customers typically pay up to $150 per month per vehicle for our express SaaS platform

↓

Customers typically pay up to $250 per month per vehicle for our SaaS platform that includes fleet optimisation

↓

Customers pay a consulting fee for modelling works, report customisations, API's and platform integration into enterprise solutions

↓

We continually do research and development to bring new products to market

Resource People Logistics

Increase visibility, safety and compliance

- Live workforce visibility
- Live automated KPI reporting
- Live gated onboarding compliance system
- Reduce travel risk to and from worksite
- Direct roster integration & optimisation
- Auto notifications reduce no-show and missed travel
- Improved resource compliance matching assets for required utilisation targets
- Custom live reporting
- Automatic alerts for exceptions

Improved asset utilisation

- Automated onboarding, mobilisation and worksite managment increasing completion and utilisation rates
- Contracting and booking transport vehicles and accommodation
- Reduce manual administration processes and missed events
- More efficient route planning
- Total automation resulting in superior operational controls

Improve operational efficiencies

- Manual processes are replaced with an automated system
- Real time updates for clients on bookings and arrival times
- On time pick-ups and drop offs
- Supports change management programs
- Applications programming interface (API) into Enterprise Resource Planning (ERP) Systems

Management

Contracting

Platform & Integration

Resource Logistics Case Study

PROJECT: Mine Shutdown - Minset

OBJECTIVES

- To increase workforce management logistics efficiency
- Support a step change in workforce logistics management

OUTCOMES

- Reduced administration time and effort and handling error.
- Enabled live workforce compliance through automated updates e.g. accreditations, qualifications and competencies
- Created future efficiency with workforce data to be rolled over to other projects

ORCODA SOLUTION

- The tailored solution could manage data using existing system language to share databases between site management and external parties.
- The ORCODA Management System provided immediate visibility of the on-boarding process with automated notifications.

"We are excited to be partnering with ORCODA to implement their digital products to optimise shutdowns across mines that we work on. We know this is an important evolution in improving shutdown performance across the resources industry, and we were impressed at the ORCODA Management System digital platform's ability to deliver the outcomes required to improve efficiency on the recent shutdown at a BHP mine."
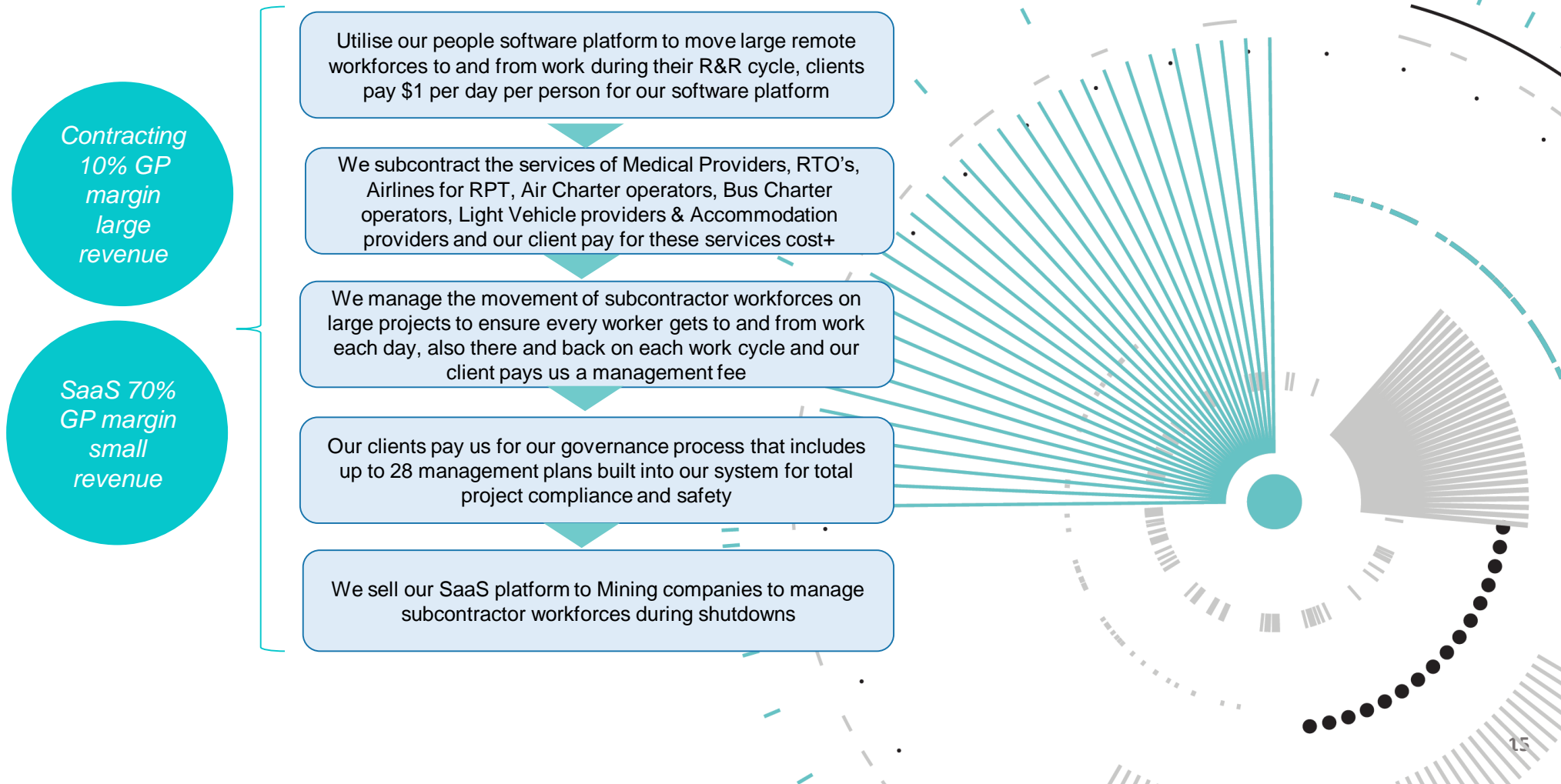
Andrew Attrill, Minset Director

Target Customers

Resource Logistics Business and Revenue Model

- Contract-based revenue for workforce transport services and SaaS model for shutdowns.

Contracting 10% GP margin large revenue

SaaS 70% GP margin small revenue

Utilise our people software platform to move large remote workforces to and from work during their R&R cycle, clients pay $1 per day per person for our software platform

We subcontract the services of Medical Providers, RTO's, Airlines for RPT, Air Charter operators, Bus Charter operators, Light Vehicle providers & Accommodation providers and our client pay for these services cost+

We manage the movement of subcontractor workforces on large projects to ensure every worker gets to and from work each day, also there and back on each work cycle and our client pays us a management fee

Our clients pay us for our governance process that includes up to 28 management plans built into our system for total project compliance and safety

We sell our SaaS platform to Mining companies to manage subcontractor workforces during shutdowns

Outlook

Outlook from 2020 to 2021

- Continue to roll out our vehicles to our source locations so their customers have transport choice.
- Continue to sell licences subject to continued supply of vehicles
- Continue to innovate through the R&D program

- Capitalise on the resurgence in mining sector. Close out Snowy Hydro 2 (7-year project).
- Continue to market our Mine Shutdown platform and continue to innovate through the R&D program.

- Extend services to existing customers and bring on new customers.
- Continue to develop small fleet capabilities.
- Work more closely with suppliers of new IP and continue to innovate through the R&D program.

- Be the transport organization of choice for aged persons or those with moderate disabilities.
- Be passionate, respectful, accountable, innovative, successful and ethical to all stakeholders.
- Create sustainable shareholder value.

Milestones

Resource Connect moves into Healthcare with its people software platform via Icuro Healthcare

2016

Smarttrans, Resource Connect & Icuro Healthcare Merge

2018

Orcoda announces exit from China business and retention of Transport business reporting a $5.8m loss for FY18.

2018

Orcoda positioned for further growth across each business.

2020

2017

Icuro Healthcare identifies it needs a vehicle software platform to compliment its people software platform and identifies Smarttrans as having the required vehicle software platform so a merger is negotiated

2018

Smarttrans, Resource Connect & Icuro Healthcare rebrand and **Orcoda** is born from the words **Or**ganise **Co**nnected **Da**ta

2019

Orcoda announce first cars into the market in our Healthcare Logistics: People Transport Services business and sale of licenses

Orcoda Objectives

Supporting our mission are five core corporate objectives that support our strategic growth agenda

1. Customer

Establish our offerings as new standards of efficiency in the mining, transport, healthcare services and to deliver the best customer experience in each of these sectors.

2. Product Innovation

Create and continue to bring to market a portfolio of innovative and easy to use applications that address unmet customer needs providing higher standards of compliance, safety, efficiency and customer care, we optimise everything.

3. Operational Excellence

Continue to develop an agile operation with scalable, compliant and performance focused processes, designed to deliver a positive experience for our customers.

4. People Engagement

Continue to build an organisation that attracts and retains the best people and engages and empowers them to take appropriate initiative and be accountable for our core objectives.

5. Value Creation

Create sustainable shareholder value, delivering growth and strong returns, while making a significant contribution to society.

ORCODA

OPERATIONAL EFFICIENCY SPECIALISTS

optimise everything