

Organising, Connecting and Optimising MOBILITY

December Quarterly FY23 Financial Highlights

25 January 2023





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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

SECOND QUARTER FY23 FINANCIAL HIGHLIGHTS

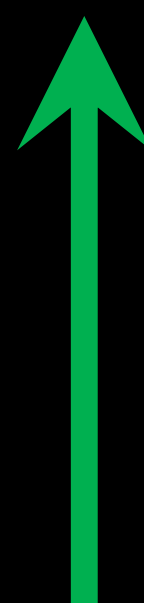


Q2 CUSTOMER RECEIPTS

\$4.5m

+3.5%

vs. Q2 FY22



Q2 TOTAL INCOME

\$4.0m

+6.3%

vs. Q2 FY22



1H CUSTOMER RECEIPTS

\$11.3m

+27%

vs. 1H FY22



1H OPERATING CASH FLOWS⁽¹⁾

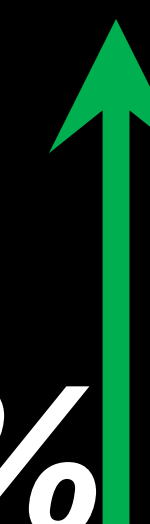
\$0.4m

(66)%

vs. 1H FY22

+330%

vs. previous half (2H FY22)

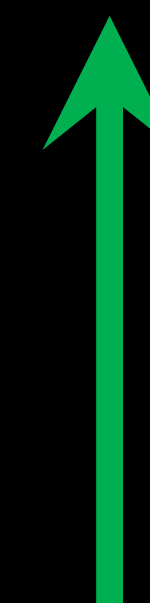


1H TOTAL INCOME

\$9.7m

+18%

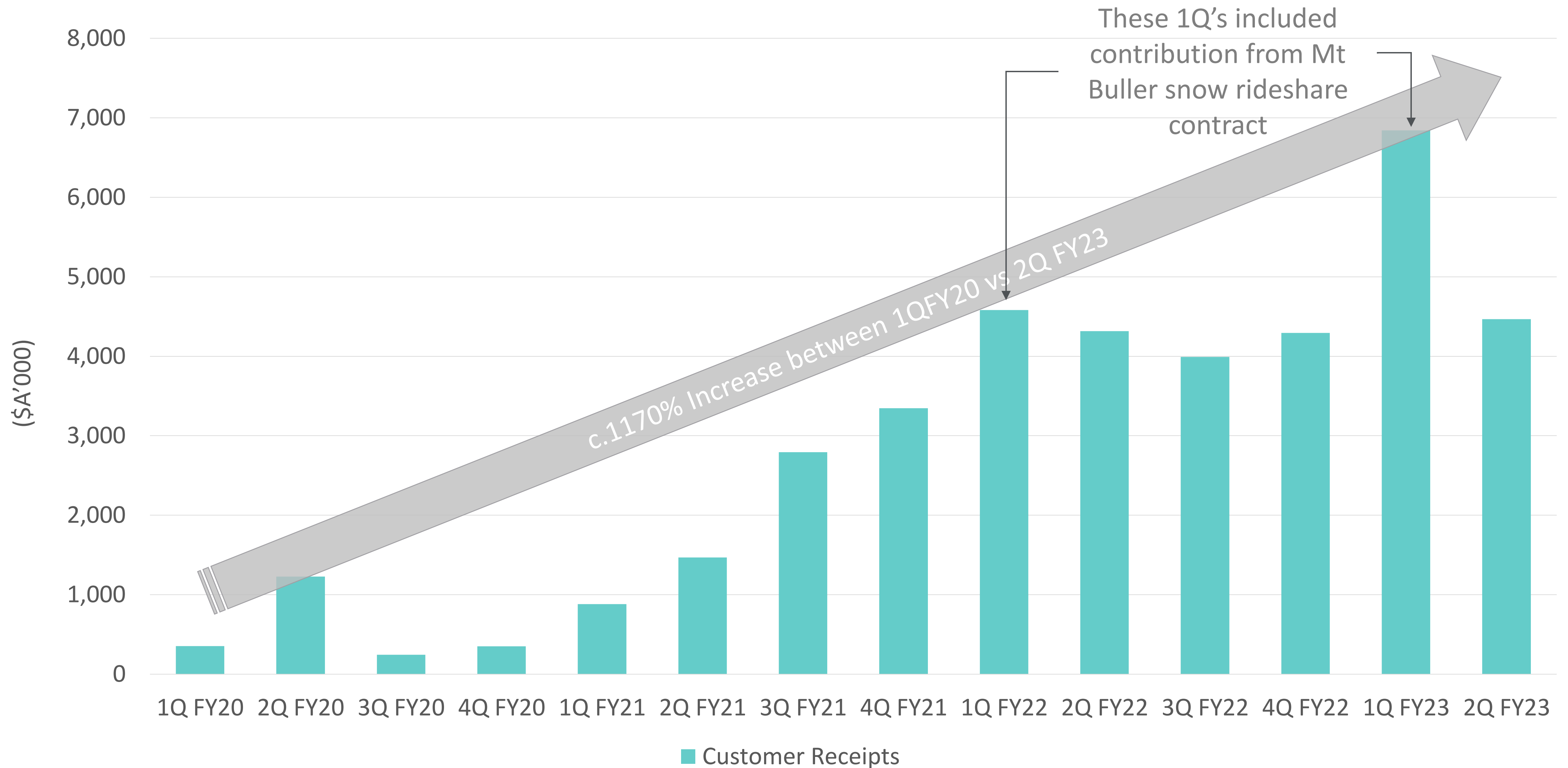
vs. 1H FY22



Due to rounding, percentages may not precisely reflect the absolute figures; unaudited figures

1. Q2 operating cash flows were \$(1.2)m not shown on the dash board as it was impacted by timing of working capital movements and non-recurring costs; hence, management believes 1H operating cash flows provides a better reflection of the underlying performance of the Company.

STRONG QUARTER IN CUSTOMER RECEIPTS



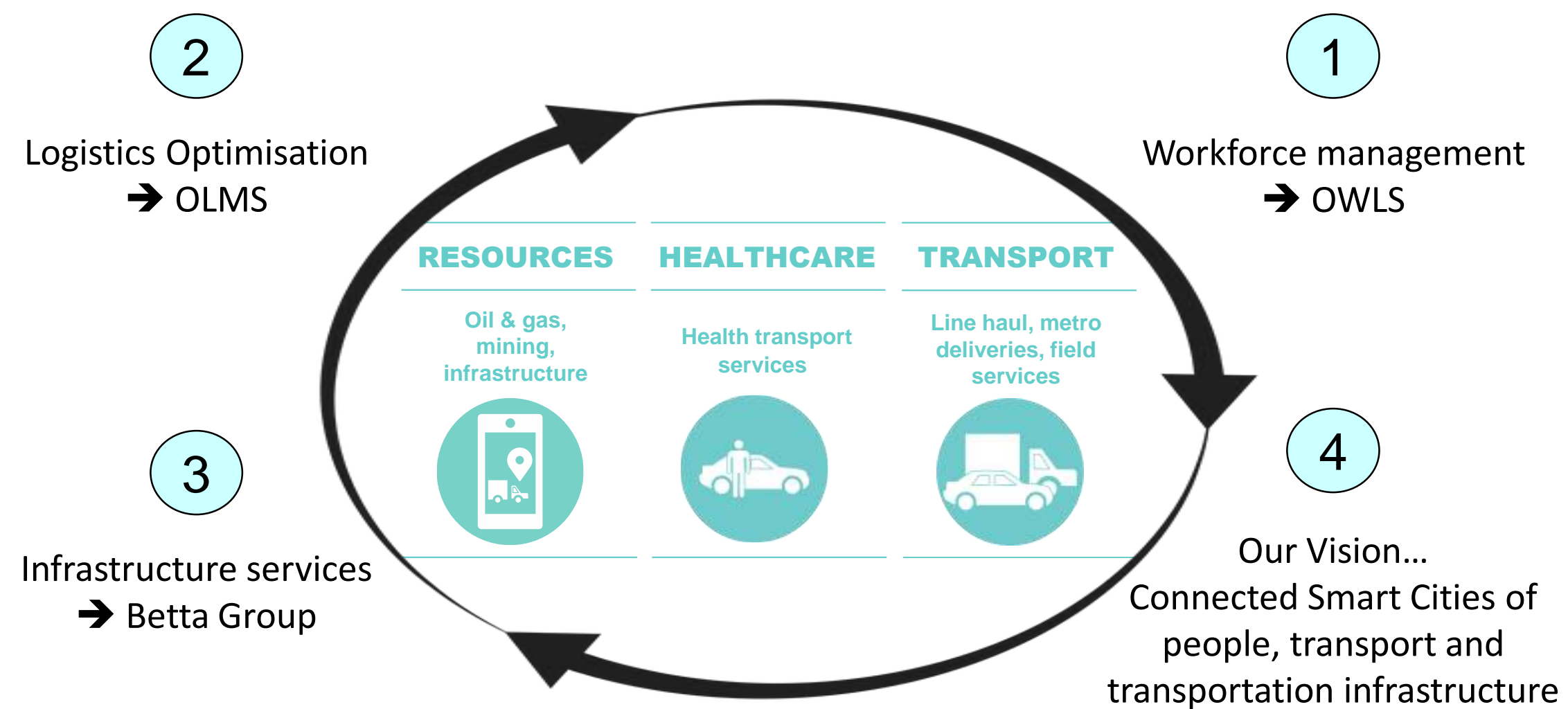


- ❖ Continued growth and positive momentum in quarterly receipts from customers and total income, contributing to record half yearly \$11.3 million customer receipts and \$9.7 million total income for 1H FY23, up 27% and 18% compared to 1H FY22, respectively
- ❖ Positive operating cash flows of \$434k in 1H FY23. However, operating cash flows for the Quarter were negatively affected by timing of working capital movements, continued investments in sales & marketing and software development, recruiting additional skill staff for large projects, exceptional division restructuring and one-off legacy costs within the Betta Group
 - The investments and restructurings are positioning Orcoda businesses to capture future opportunities and deliver sustainable profitable growth
- ❖ Several prospective new contracts have been awarded, subject to contract signing expected in Q3 FY23. Further updates to the market will be provided in accordance with ASX continuous disclosure guidelines
 - Betta Group: Large infrastructure services contract for execution during 2H FY23
 - SaaS contract with a mining company to use the Orcoda Workforce Logistics System (OWLS) to manage their workforce accommodation
 - In partnership with Teletrac Navman and Telstra, SaaS contracts with several fleet operators to use the Orcoda Logistics Management System (OLMS) to manage their fleet operations
- ❖ Developing a car management software product leveraging our existing booking platform technology and know-how. This is on the back of strong interests from prospective clients and market opportunities could be significant if successfully commercialised
- ❖ Well capitalised to capture future growth opportunities
 - \$2.0m cash & cash equivalents at quarter end and \$3.0m available working capital (inclusive of unused facilities)

Organising, Connecting and Optimising Mobility

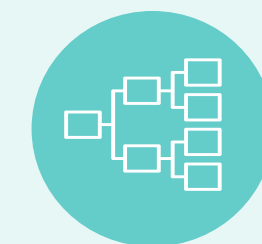
One Integrated Platform Streamlining Transit

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



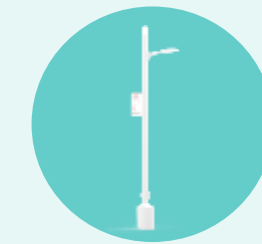
Best-in-category: Market-leading optimisation algorithm for people, parcel and goods mobility and asset logistics

- 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



Profitable and scalable, with strong revenue growth and the 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
- ~\$3m working capital as of December FY23 quarter end



Large and global 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 | 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 24-Jan-2023 (rounded) \$0.15

Shares on issue 159m

Market capitalisation **\$24m**

Cash and cash equivalents (as of 31 Dec 2022) \$2.0m

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



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.

Shareholding composition (as of 20 January 2023)

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
M A N A G I N G D I R E C T O R

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

