

Smart Transport Technology Solutions

September Quarterly FY24 Financial Highlights

24 October 2023



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Integrated smart transport technology solutions provider



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



\$2m Underlying 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



FIRST QUARTER FY24 FINANCIAL HIGHLIGHTS

Continued robust growth | Record quarterly results

Q1 CUSTOMER RECEIPTS

\$9.4m

+38%

vs. Q1 FY23



Q1 TOTAL INCOME

\$9.0m

+55%

vs. Q1 FY23



Q1 OPERATING CASH FLOWS

\$1.8m

+50%

vs. Q1 FY23⁽¹⁾



CASH & CASH EQUIVALENTS

\$5.5m

+15%

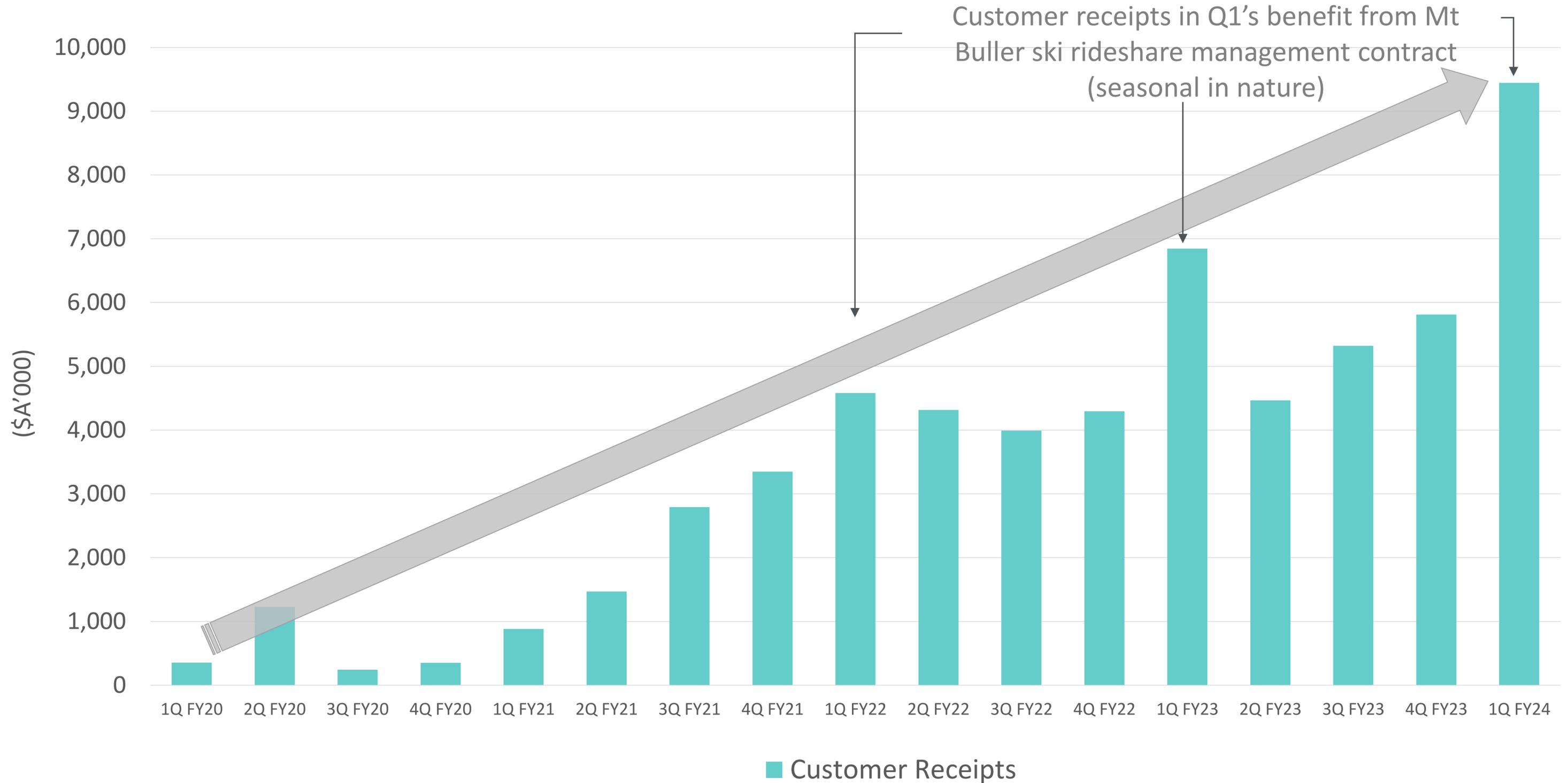
vs. 30/6/2023



Due to rounding, percentages may not precisely reflect the absolute figures; unaudited figures hence subject to changes.

(1) In Q1 FY23, operating cash flows was \$1.1m excluding \$0.5m one-off income tax refund.

CONSISTENT ROBUST GROWTH IN CUSTOMER RECEIPTS



- ❖ Record quarterly receipts from customers, total income and operating cash flows, all increased significantly compared to previous quarters (refer to slide 4)
- ❖ Robust growth attributable to positive momentum in our transport management software business, Betta Group and contribution from Future Fleet which we effectively acquired on 1 July 2023
 - Strong performance from Future Fleet - \$0.9 million revenue including \$0.6 million recurring subscription fees for the Quarter
 - Excluding Future Fleet, Q1 recorded 39% organic growth in total income over previous corresponding quarter
 - Typically, vis-à-vis other quarters our Q1's benefit from the Mt Buller ski field rideshare contract, although this year the Mt Buller contract revenue was c.15% lower compared to last year as ski activities were impacted by warmer weather conditions
- ❖ In Betta Group, the key focus in Q1 was the execution of large transport related infrastructure contracts, such as the \$6.8 million Aurizon Rail Logistics Newlands RCS Terminal pit and pipe installation and \$0.8 million Aurizon Rail Logistics Callemondah smart LED light installation, and implementation of systems and processes to increase profitability
- ❖ In our transport management software recurring revenue business, the key focus in Q1 was the delivery and implementation of newly-signed SaaS contracts, such as Northline Transport and Comlink Australia, pursuit of product integration and cross-selling synergies with Future Fleet, as well as business development initiatives
- ❖ On track to launch new software products in the vehicle pooling and vehicle rental segments in the coming months, with trial of Orcoda Rental Connect taking place in Koala Cars' rental fleet. Market opportunities could be substantial if successfully commercialised
- ❖ Robust balance sheet with \$5.5 million cash & cash equivalents and \$6.5 million available working capital (inclusive of unused facilities) as of 30/9/2023

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 ~\$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 Beta 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 Beta 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 20-Oct-2023 (rounded) \$0.30

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

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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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