

Organising, Connecting and Optimising MOBILITY

March Quarterly FY22 Financial Highlights

28 April 2022





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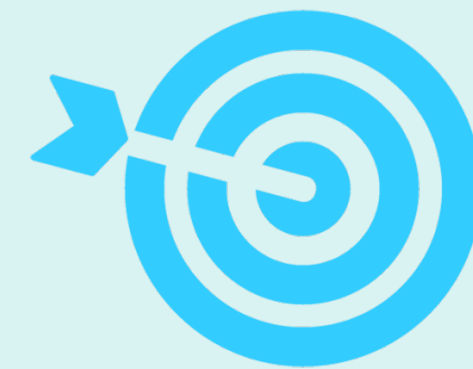
Who we are

Orcoda (ODA) is an ASX-listed 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 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 eco-system of interconnected technology, integrating smart devices to provide big data for continual optimisation and digitisation of transport services and transport infrastructure

THIRD QUARTER FY22 FINANCIAL HIGHLIGHTS



Q3 OPERATING CASH FLOWS

\$282k
+1663%

vs. Q3 FY21

Q3 CUSTOMER RECEIPTS

\$4.0m
+43%

vs. Q3 FY21

YTD OPERATING CASH FLOWS

\$1.6m
+2036%

vs. previous corresponding period

YTD CUSTOMER RECEIPTS

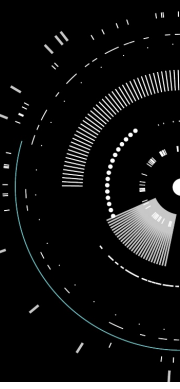
\$12.9m
+151%

vs. previous corresponding period

YTD TOTAL INCOME

\$12.1m
+135%

vs. previous corresponding period

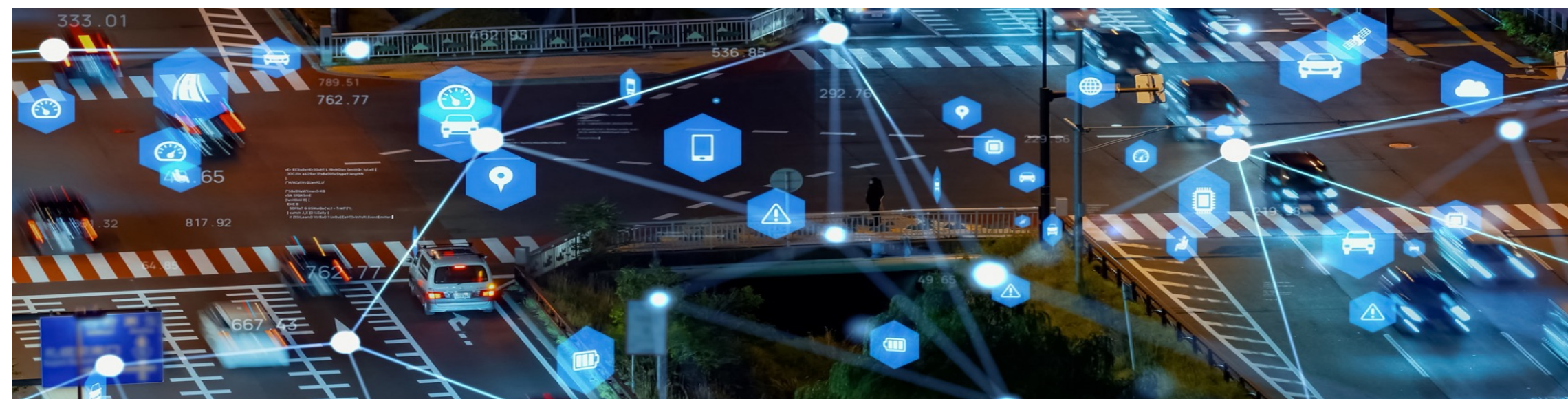
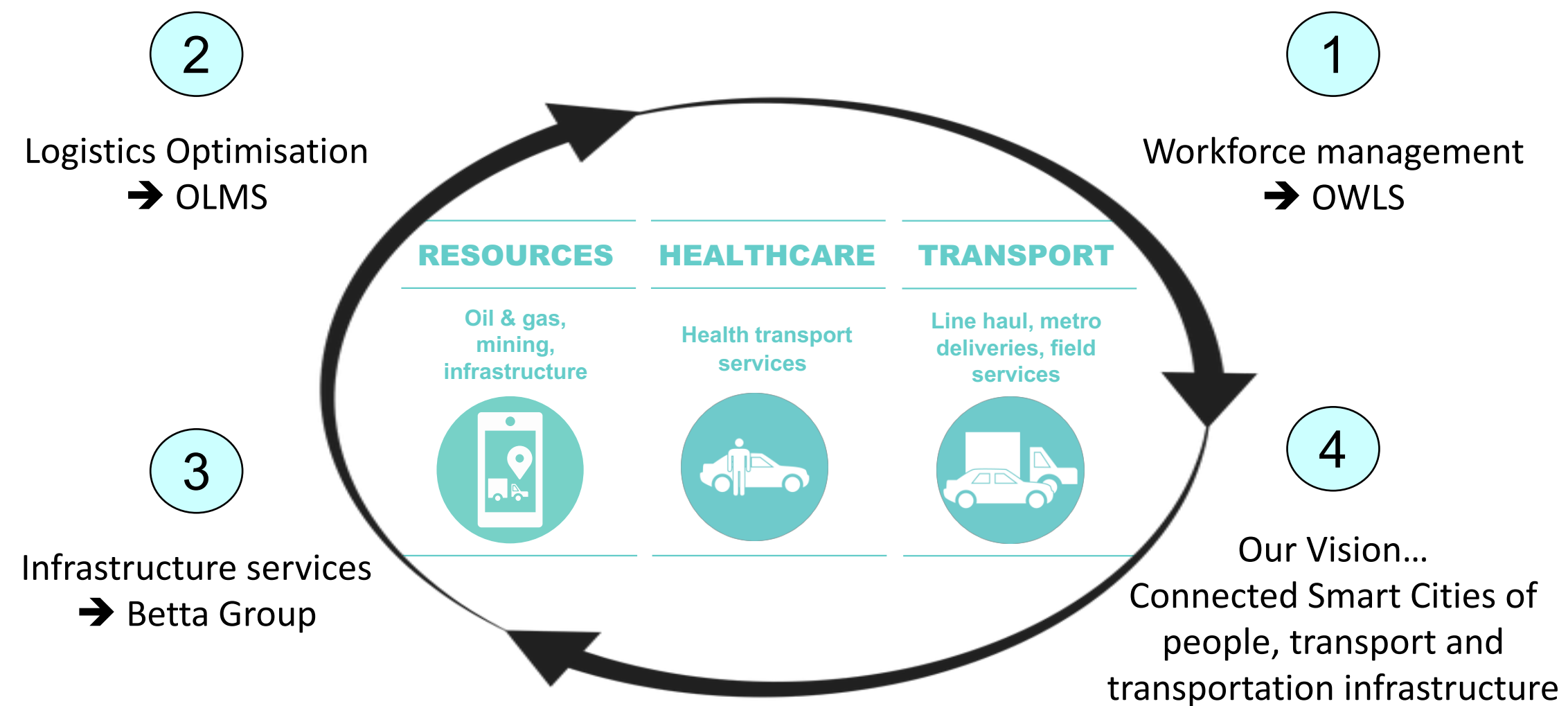


- ❖ 7th consecutive quarter of positive operating cash flow.
- ❖ On track to deliver record revenue for the full year, with strong momentum across all business divisions, particularly the Resource Division (through Betta Group) and Healthcare Division.
- ❖ Betta Group tendering for a >\$10 million of works that would include expansion into new parts of Queensland.
- ❖ Preparing for the Mt Buller transport project to restart in May / June for the 2022 snow season.
- ❖ In February, won the Burnie Brae contract to provide them with an integrated smart technology solution developed in partnership with Teletrac Navman, a leading global telematics company.
 - Burnie Brae is a leading home care and allied health service provider in Queensland.
 - Encouraging partnership with Teletrac Navman for winning further contracts in the Healthcare Division and through other industry verticals.
- ❖ Preparation for a potential Series A capital raise to fund expansion into the U.S., leveraging our proprietary technology platform and the granted U.S. patent “Booking System for Personnel Supply Chains” (refer to ASX release dated 20 April 2022 for further details)
- ❖ Further capitalising for future growth opportunities
 - \$2.6m cash & cash equivalents at quarter-end, after the payment of \$500k in a cash earn-out related to the deferred consideration for the acquisition of Betta Group.
 - \$700k share placement completed in April, and an extended Share Purchase Plan (SPP) to raise up to a further \$1.3m.

Organising, Connecting and Optimising Mobility

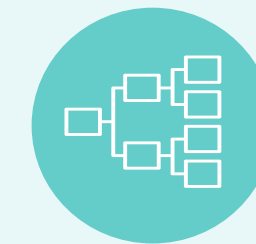
One Integrated Platform Streamlining Transit

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



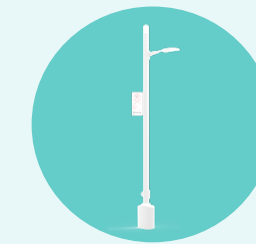
Best-in-category: Market-leading optimisation algorithm for people, parcel and goods mobility and asset logistics

- 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 infrastructure services with smart-pole installation expertise

- Orcoda is well positioned to benefit from the Government's budgeted transport infrastructure spend of \$110bn over next 10 years and smart pole build-out



Profitable and scalable, with strong revenue growth and the balance sheet to support our strategic plans

- Strong tailwinds of growth in OLMS and OWLS adoption that are highly scalable
- Betta contract wins and tendering for \$10m+ of works with expansion opportunities beyond Central Queensland
- ~\$3m cash as of March FY22 quarter end, plus capital raise proceeds to fund growth



Large and global total addressable market

- Across Healthcare, Transport and Resources industry verticals
- 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*



Geoff Jamieson
Managing Director, MAICD
*Member Audit Committee
MD Resource Connect, Ex
Merchant banker*



Brendan Mason
Non-Executive Director
*Chairman Rem Committee
Ex Caterpillar, Cochlear, Boral,
Lucent/Bell Labs*



Stephen Pronk
Non-Executive Director
*Member Rem Committee
Founder and Director of AimLab*

Market information

Share price at 22-Apr-2022 (rounded) \$0.13

Shares on issue 153m

Market capitalisation \$19m

Cash and cash equivalents (as of 31 Mar 2022) \$3m

Management Team



Geoff Jamieson
Managing Director, MAICD
*Member Audit Committee
MD Resource Connect, Ex
Merchant banker*



Sam Yue
CFO
*MD Barclays Investment Bank, VP
Corp Dev Carlsberg, Goldman Sachs*



Geoff Williams
GM Beta Group
*21 years experience
Ergon Energy Queensland
Managed Beta Group for 15 years*



Simon Anthonisz
**GM Healthcare Division and Group
Operating Officer**
*HR expert / extensive experience
across UK & Australia rail &
infrastructure projects*



Sean Hardman
GM Resource Division
*Director Orcoda Resource
Logistics Pty Ltd. Founding member
Resource Connect. Represented
Australia in Rugby*



Grant Boydell
CIO & GM Transport Logistics
*Transport expert.
Ex accountant CPA*

Shareholding composition (as of 22 April 2022)

Alium Capital Management	13%
Geoff Williams	10%
Stephen Pronk	10%
Geoff Jamieson	7%
Sean Hardman	6%
Warren Preston	6%

(Total director and management shareholdings ~40%)

GEOFF JAMIESON

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VIVEK MIRANDA

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This announcement 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.

Investor Centre: <https://orcoda.com/>

