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# Organising, Connecting and Optimising MOBILITY

## June Quarterly FY22 Financial Highlights

27 July 2022







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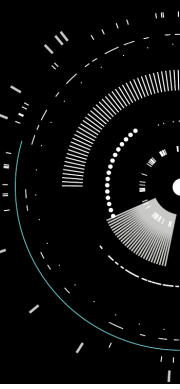
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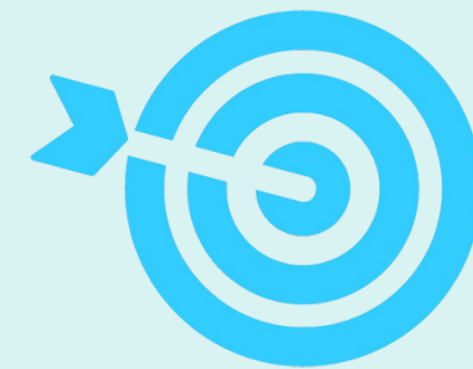
## Who we are

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 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

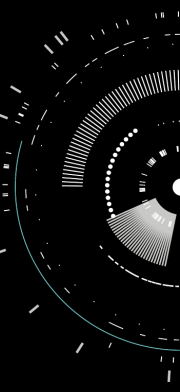
To optimise our clients' transport operations and support their digital transformation



### 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

# FOURTH QUARTER FY22 FINANCIAL HIGHLIGHTS



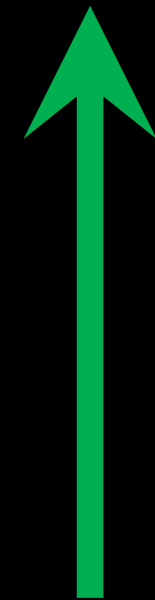
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## Q4 CUSTOMER RECEIPTS

**\$4.3m**

**+28%**

*vs. Q4 FY2021*

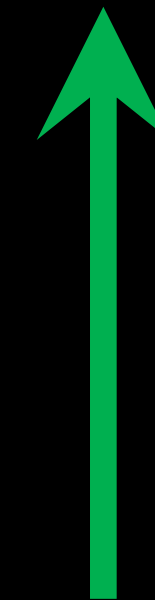


## YTD CUSTOMER RECEIPTS

**\$17.2m**

**+102%**

*vs. same period FY2021*

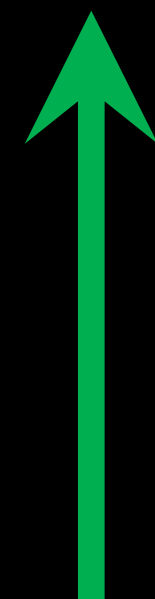


## YTD OPERATING CASH FLOWS

**\$1.1m**

**+223%**

*vs. same period FY2021*



## YTD TOTAL INCOME

**\$16.8m**

**+91%**

*vs. same period FY2021*

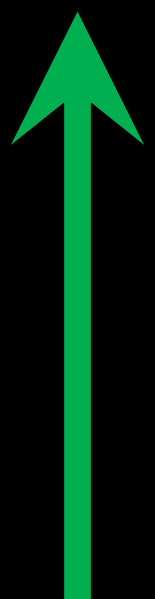


## Year End Working Capital Available<sup>(1)</sup>

**\$3.0m**

**+3%**

*vs. FY2021 year end*



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

*Note: Betta Group is consolidated into Orcoda's accounts from 1 December 2020 onwards.*

*1. Cash and cash equivalents plus unused financing facilities.*



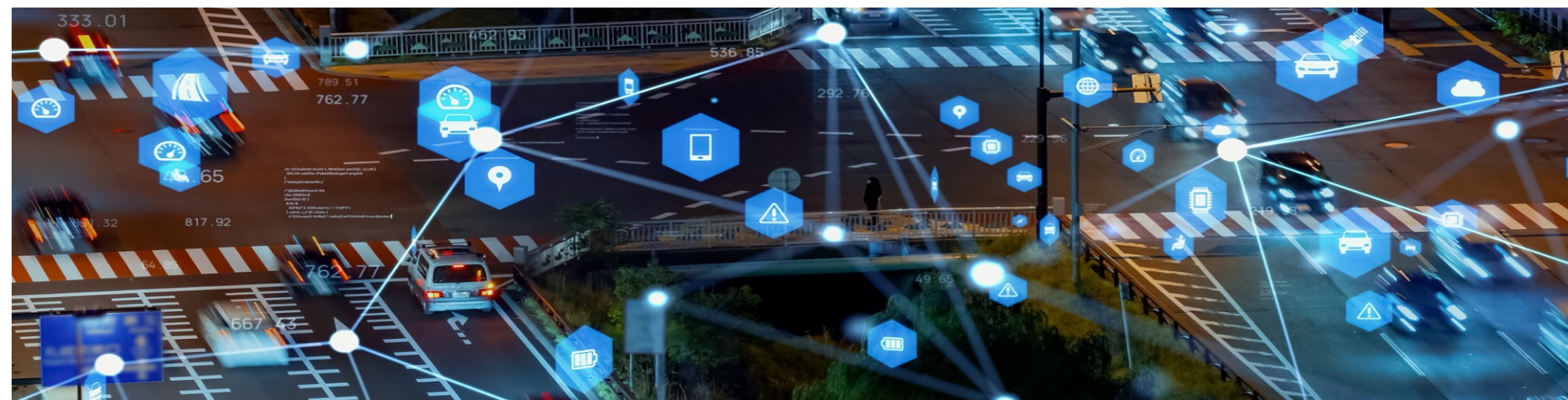
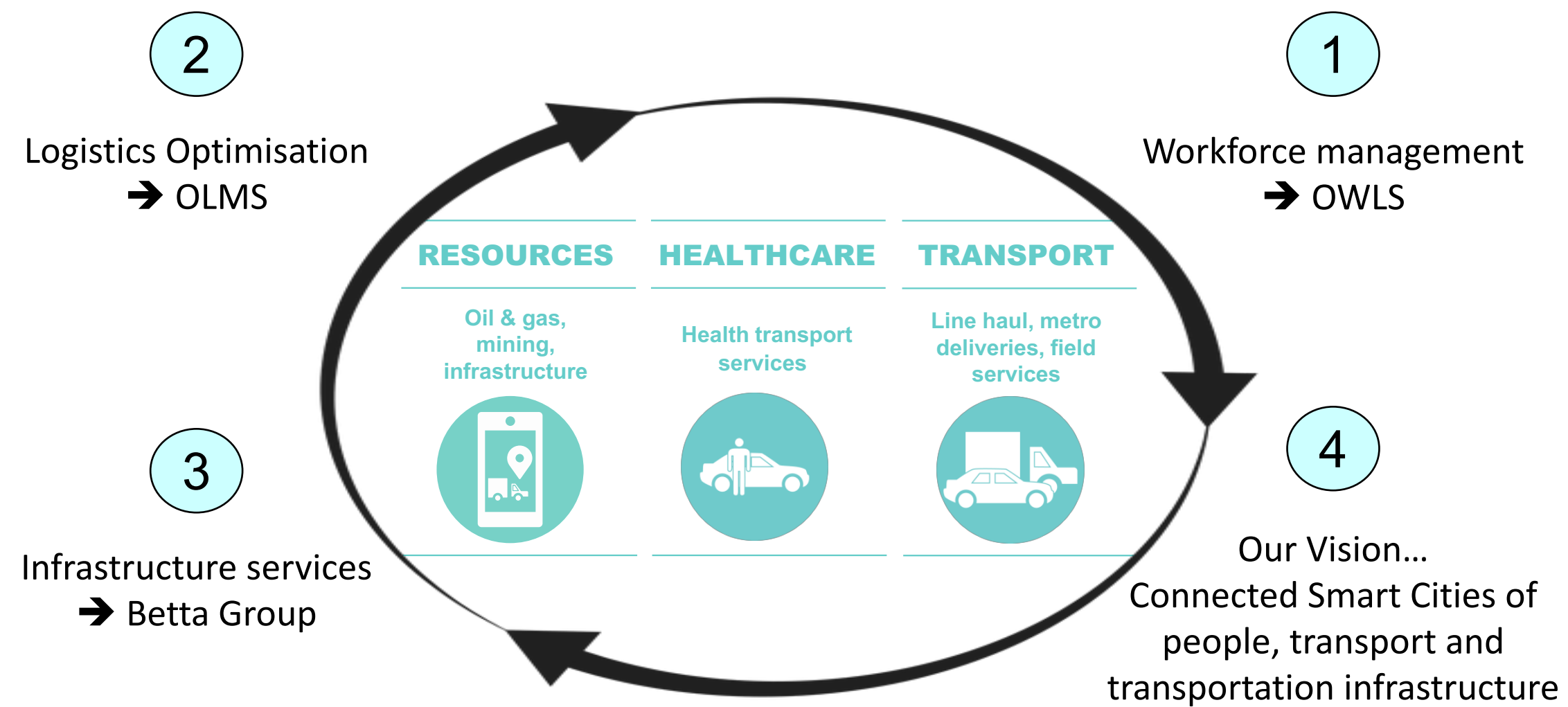
- ❖ Continued growth in receipts from customers for the quarter. Year-to-date (FY22) customer receipts was \$17.2 million, an increase of 102% compared to last year
- ❖ For the full year, cash flow positive from operations of \$1.1 million, an increase of 223% compared to FY21. Quarterly cash outflow from operations of \$471k due to higher operating costs associated with upfront costs on more significant projects Betta Group started in the quarter
- ❖ Delivered record total income of \$16.8 million for the full year, with strong momentum across all business divisions serving our existing customers and tendering for new projects
- ❖ Two (2) senior executives with combined 60+ years of experience have joined Betta Group to drive its next phase of growth
- ❖ Mt Buller transport project is off to a strong start as visitors are returning to the mountain following COVID-19 restrictions in the last 2 seasons and good snow conditions
- ❖ Bolstered sales & marketing personnel capabilities to communicate Orcoda solutions to the market and grow new business development
- ❖ Renamed existing divisions to drive sales of the Orcoda Logistics Management System (OLMS) platform across both healthcare and transport logistics industry verticals
  - Orcoda Healthcare Logistics Pty Ltd -> Orcoda Healthcare and Transport Logistics Pty Ltd
  - Orcoda Transport Logistics Pty Ltd -> Orcoda Technology Pty Ltd
- ❖ Robust balance sheet with \$3.0 million working capital and total assets \$20 million
- ❖ Orcoda is well positioned to capture future growth opportunities



## Organising, Connecting and Optimising Mobility

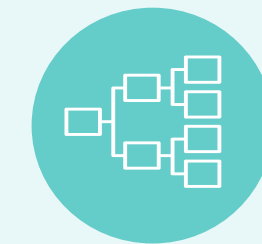
One Integrated Platform Streamlining Transit

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



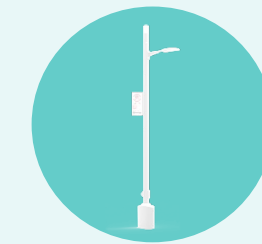
**Best-in-category: Market-leading optimisation algorithm for people, parcel and goods mobility and asset logistics**

- 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**

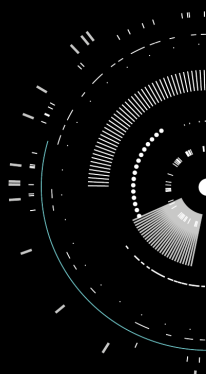
- Strong tailwinds of growth in OLMS and OWLS adoption that are highly scalable
- Betta contract wins with expansion opportunities beyond Central Queensland
- ~\$3m working capital as of June FY22 quarter end



**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

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Board

Management Team



**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 25-Jul-2022 (rounded) \$0.09

Shares on issue 158m

**Market capitalisation \$14m**

Cash and cash equivalents (as of 30 Jun 2022) \$2.5m



**Sam Yue**  
**Chief Financial Officer**  
*MD Barclays Investment Bank, VP  
Corp Dev Carlsberg, Goldman Sachs*



**Simon Anthonisz**  
**GM Healthcare and Transport  
Logistics 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*



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



**Rae Jeffrey**  
**GM Betta Power**  
*Ex Ventia Utility Services Central  
Queensland last 10 years and grew  
business from \$7.2m pa to \$31m pa*



**Steve Cannon**  
**GM Betta Lifestyles**  
*Ex HC Services (Qld) and Spotless,  
45 years in management within  
electrical services industry with  
expertise on large industrial projects*

### Shareholding composition (as of 25 July 2022)

Geoff Williams	10%
Stephen Pronk	10%
Alium Capital Management	9%
Geoff Jamieson	7%
Sean Hardman	6%

(Total director and management shareholdings ~40%)

\* From 1 July 2022, Geoff Williams will take a period of long service leave. Rae Jeffrey and Steve Cannon have joined Betta Group as GM's



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**GEOFF JAMIESON**  
M A N A G I N G   D I R E C T O R

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Email: [gjamieson@orcoda.com](mailto:gjamieson@orcoda.com)

**[www.orcoda.com](http://www.orcoda.com)**

**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/>