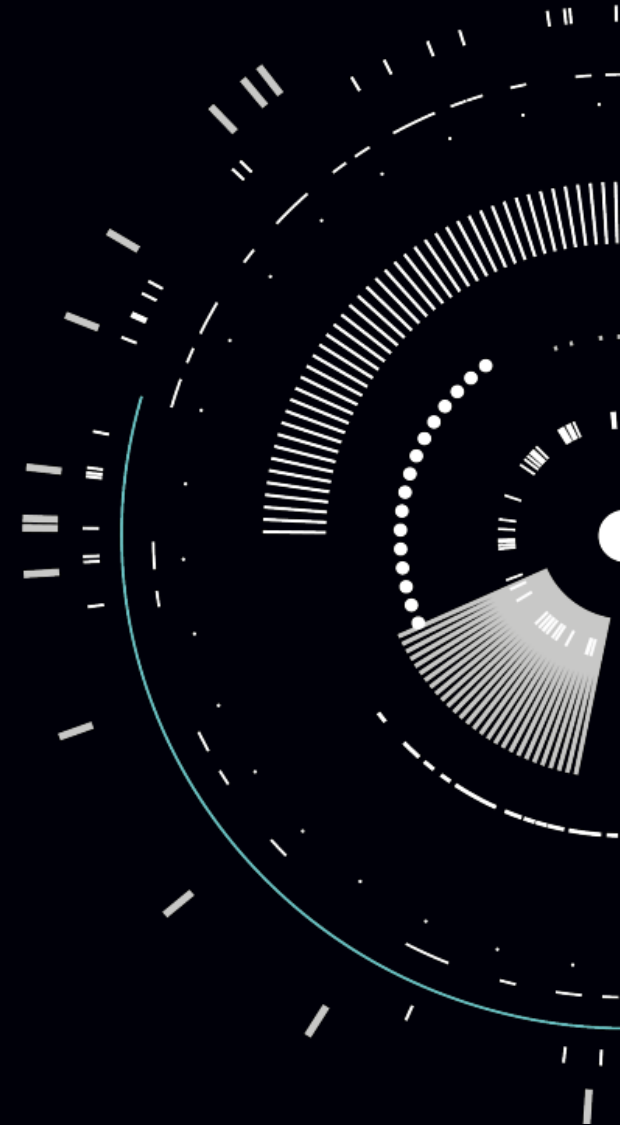




# ORCODA

ORGANISED CONNECTED DATA

## 1H FY2024 FINANCIAL RESULTS | 26 February 2024



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# 1H FY24 FINANCIAL HIGHLIGHTS

Record 1H FY24 results, with robust top line growth and improved profitability

## TOTAL INCOME

**\$14.5m**

**+48%**  
vs. 1H FY23

## UNDERLYING EBITDA

**\$1.5m**

**+394%**  
vs. 1H FY23

## NET PROFIT

**\$0.6m**

**+236%**  
vs. 1H FY23

## CUSTOMER RECEIPTS

**\$15.9m**

**+41%**  
vs. 1H FY23

## OPERATING CASHFLOW

**\$1.9m**

**+345%**  
vs. 1H FY23

## NET CASHFLOWS

**\$0.5m**

**+211%**  
vs. 1H FY23

*Due to rounding, percentages may not precisely reflect the absolute figures. Unaudited results.  
Underlying EBITDA excludes non-cash expenses.*

# 1H FY24 update

## Strong momentum across key divisions

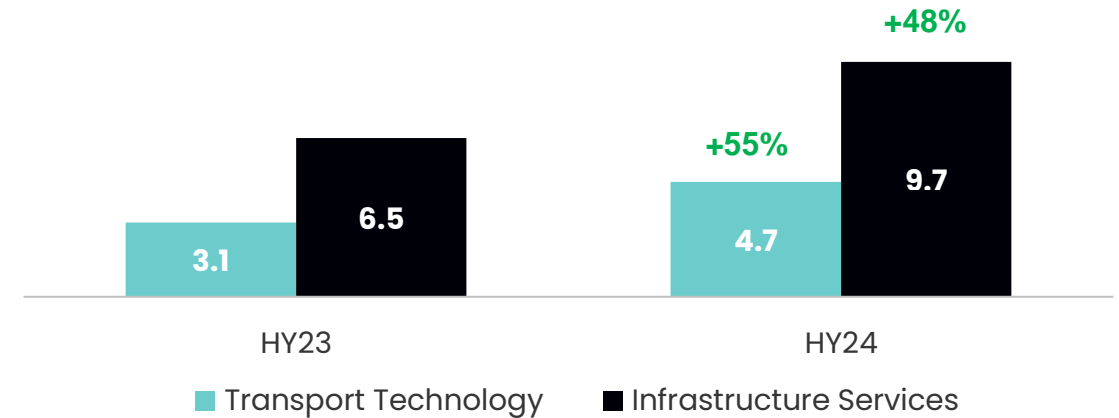
### Transport Technology *(previously 'Healthcare and Transport Logistics')*

- Software
  - Successful implementation of large SaaS contracts with substantial recurring revenue, incl. new contracts executed with: Mini-Tankers (three-year contract, estimated \$700-850k revenue) and Comlink Australia (two-year contract, est. \$400k revenue)
  - approx. 500 new customer vehicles added
  - development of carpooling, car protect and car rental apps
  - senior customer success manager added to support and drive growth
- Future Fleet
  - acquisition completed on 1 July 2023
  - 3G to 4G/5G device roll-out for existing and new customers
  - substantial cross-selling and product integration synergies identified with software

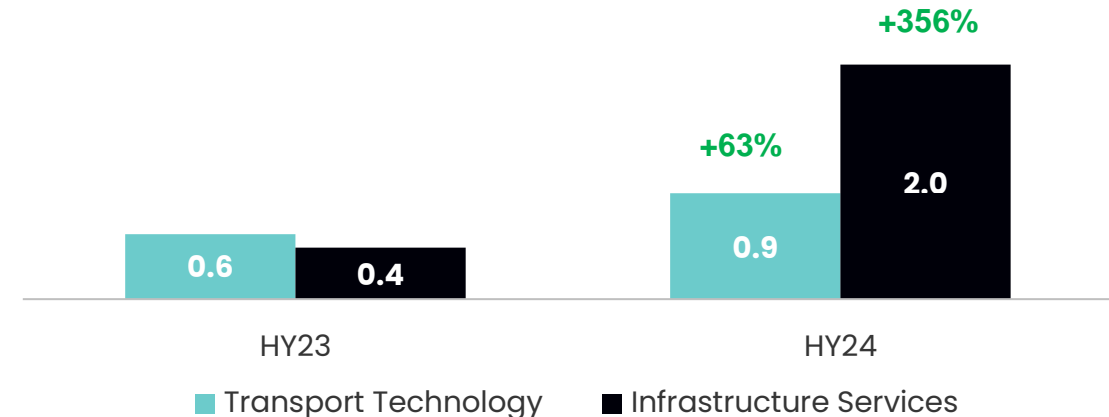
### Infrastructure Services *(previously 'Resource Logistics')*

- Software
  - Kestrel Coal workforce accommodation portal activated
- Betta Group
  - \$4.1 million Yurika Pembroke Olive Downs contract completed
  - on track to deliver \$6.8m Aurizon Newlands RCS contract as well as \$0.8 million Aurizon Callemondah smart LED lighting installation
  - Continued investments in systems and processes to position for future growth

### TOTAL INCOME BY DIVISION (\$M)



### UNDERLYING EBITDA BY DIVISION (\$M)



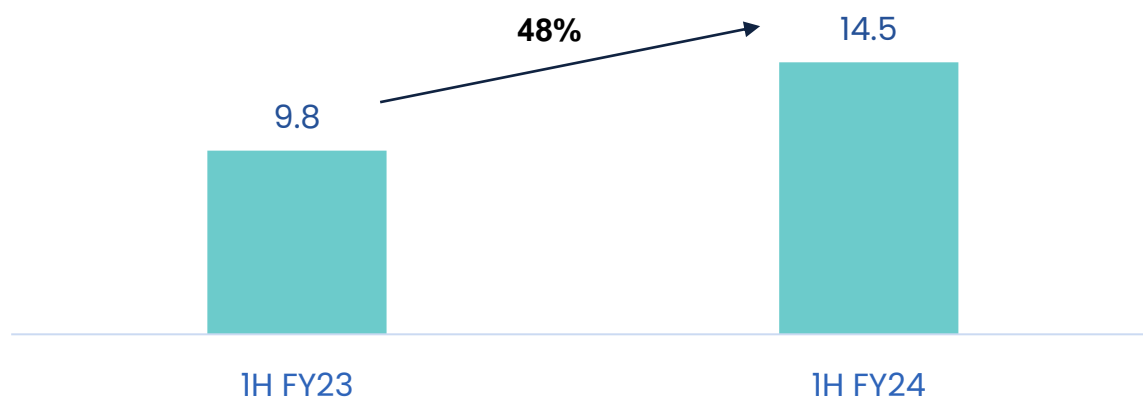
# Profit and loss

## Robust revenue growth and improvement in profitability

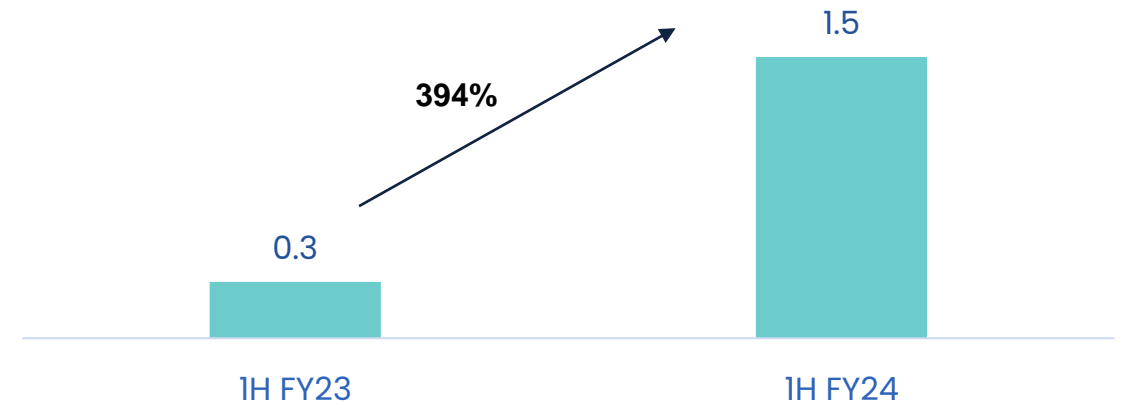
- Total income \$14.5 million, up 48% from 1H FY23
- Growth driven by positive momentum across Transport Technology and Infrastructure Services, as well as the Future Fleet acquisition (consolidated 1/7/23)
  - 29% organic growth in total income excluding Future Fleet
- Significant improvement in profitability, attributable to:
  - weak 1H FY23 due to legacy and restructuring issues in Betta Group
  - operating leverage benefits

	1H FY24	1H FY23	
	\$m	\$m	%
Revenue from operations	14.3	9.2	56%
Other income (incl R&D tax incentive)	0.2	0.6	(73%)
<b>Total income</b>	<b>14.5</b>	<b>9.8</b>	<b>48%</b>
<b>Underlying EBITDA</b>	<b>1.5</b>	<b>0.3</b>	<b>394%</b>
<i>Underlying EBITDA margin</i>	<b>10.4%</b>	<b>3.1%</b>	
<b>Profit after income tax</b>	<b>0.6</b>	<b>(0.5)</b>	<b>236%</b>

### Total Income (\$m)



### Underlying EBITDA (\$m)



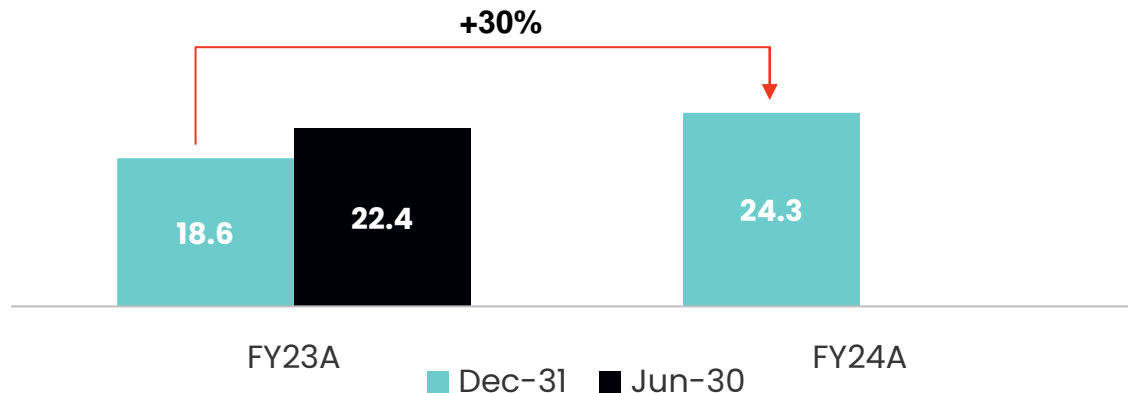
Due to rounding, percentages may not precisely reflect the absolute figures. Unaudited results.

# Balance sheet

Healthy balance sheet with a net cash position

- Total assets increased by 30% since 31 December 2022, and 7% growth in net assets balance over the last reporting date
- Net cash position of \$0.8 million consisting of:
  - cash and cash equivalents \$5.0 million
  - \$4.2 million financial liabilities, comprised of \$3.9 million chattel mortgages and \$0.3 million earn-out in relation to the Future Fleet acquisition
- Available working capital \$6.0 million (incl. unused banking facilities)
- Continued strong focus in working capital management

## Total assets (\$m)



	31-Dec-23	30-Jun-23
	\$m	\$m
<b>ASSETS</b>		
Cash and cash equivalents	5.0	4.5
Trade & other receivables	1.8	1.9
Inventory	0.2	-
Intangible assets	10.8	9.2
Plant and equipment	5.6	5.8
Other assets	0.8	1.0
<b>Total assets</b>	<b>24.3</b>	<b>22.4</b>
<b>LIABILITIES</b>		
Trade payables	1.2	1.0
Other payables	1.1	0.9
Financial liabilities	4.2	4.0
Other liabilities	0.9	0.6
<b>Total liabilities</b>	<b>7.3</b>	<b>6.5</b>
<b>NET ASSETS</b>	<b>17.0</b>	<b>15.9</b>

Due to rounding, percentages may not precisely reflect the absolute figures. Unaudited results.

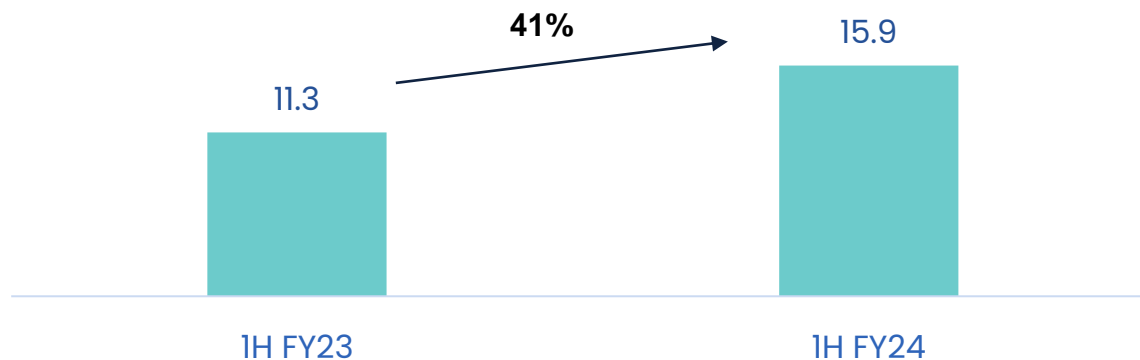
# Cashflow

Positive 1H FY24 net cash flows, driven by strong operating performance

- \$15.9 million in customer receipts, up 41% from 1H FY23, reflecting the strong growth in our businesses
- \$1.9 million positive operating cash flows, up 345% from 1H FY23, following prior period negatively affected by Betta Group legacy and restructuring issues
- Investing cash flows comprised net cash consideration for the Future Fleet acquisition of \$0.7 million
- Financing cash flows relate primarily to regular repayments of chattel mortgages and lease liabilities
- c.10% growth in underlying cash balance to \$5.0 million for the half year period

	1H FY24	1H FY23
	\$m	\$m
<b>Operating Activities</b>		
Receipts from customers	15.9	11.3
Payments to suppliers and employees	(14.2)	(11.7)
Other	0.2	0.8
<b>Net cash from operating activities</b>	<b>1.9</b>	<b>0.4</b>
<b>Investing cashflows</b>	(0.8)	(0.5)
<b>Financing cashflows</b>	(0.7)	(0.4)
<b>Net cashflows</b>	<b>0.5</b>	<b>(0.5)</b>
<b>Cash at beginning of period</b>	<b>4.5</b>	<b>2.4</b>
<b>Cash at end of period</b>	<b>5.0</b>	<b>1.9</b>

## Receipts from customers (\$m)



Due to rounding, percentages may not precisely reflect the absolute figures. Unaudited results.



# ORCODA

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## CORPORATE OVERVIEW





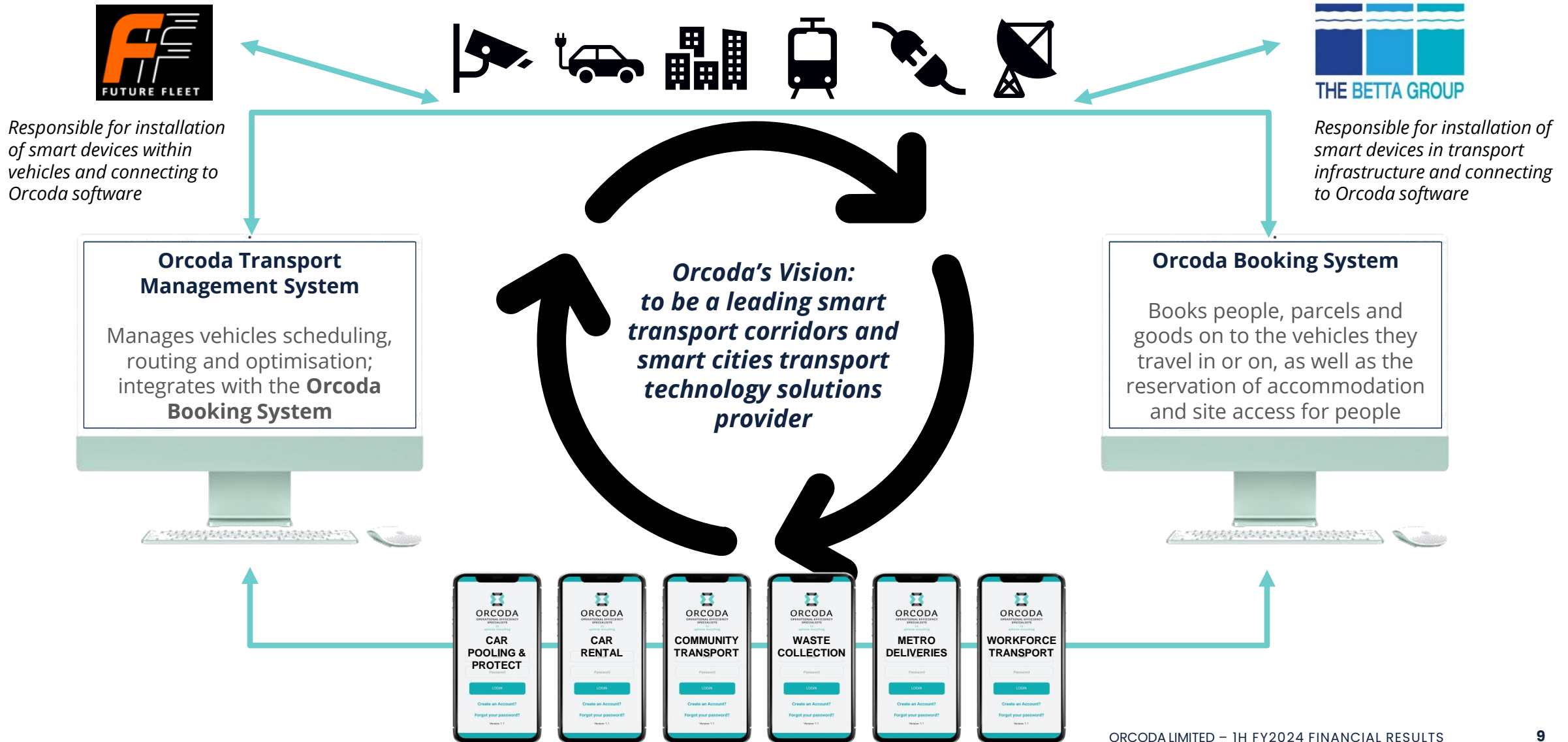
# Orcoda overview

Orcoda is a vertically integrated, provider of smart transport and workforce technology solutions

- Orcoda provides both software and hardware solutions, including contracting services and maintenance to its growing list of diverse customers
- Services are provided through two core divisions:
  - **Transport Technology**, provides fleet management and optimisation with a front-end booking platform for healthcare and transport logistics providers; and
  - **Infrastructure Services**, provides workforce transport management for the infrastructure and resources sectors, including the installation of smart devices within road and rail infrastructure to connect to Orcoda’s ecosystem
- There are two core software systems which underpin Orcoda’s divisions, that can be used together or individually:
  - **Orcoda’s Transport Management System**, delivers technical solutions for deliveries, collections, people and in-field transport operations and services
  - **Orcoda’s Booking System**, offers a software solution designed to manage the allocation of people, parcels, and goods for transport services, while also facilitating the reservation of accommodation and site entry for Mining and Oil & Gas industry projects
- Hardware / contracting services include:
  - **Future Fleet** (within Transport Technology division) is a telematics provider, delivering advanced fleet and asset management solutions
  - **Betta Group** (within Infrastructure Services division) provides communications, networking and device installation contracting services in the infrastructure and resources sectors





Key metrics	
<b>\$20.7m</b> (+25% pcp) FY23 total income	<b>53%</b> FY21 – FY23 total income CAGR
<b>\$2.0m</b> (+80% pcp) FY23 underlying EBITDA	<b>\$1.1m</b> (+136% pcp) FY23 underlying EBIT
<b>9.7%</b> FY23 underlying EBITDA margin	<b>5.3%</b> FY23 underlying EBIT margin
<b>\$22.4m</b> (+31% pcp) FY23 customer receipts	<b>\$2.7m</b> (+148% pcp) FY23 operating cash flows
<b>\$15.9m</b> (+11% pcp) Net assets @ 30 June 2023	<b>280+</b> Customers @ 31 Dec 2023
<b>\$3.7m -&gt; \$6.6m</b> @ 30/6/23 @ 31/12/23 Annual recurring revenue (ARR)	<b>7,000+</b> Vehicles utilising Orcoda @ 31 Dec 2023

# Orcoda ecosystem



# Business structure

Orcoda operates through two divisions

	Transport Technology		Infrastructure Services	
	Software solutions	Future Fleet	Software solutions	Betta Group
Description	<ul style="list-style-type: none"> <li>Provides fleet management and AI optimisation with a front-end booking platform for healthcare and transport logistics providers</li> <li>Orcoda's products utilise AI to optimise fleet schedules to ensure full operational and service-led compliance is delivered with maximum efficiency</li> </ul>	<ul style="list-style-type: none"> <li>Telematics provider, delivering advanced fleet and asset management solutions including AI driver safety, IOT, satellite tracking, reefer telematics and vehicle tracking</li> <li>Responsible for installation of smart devices within vehicles</li> </ul>	<ul style="list-style-type: none"> <li>Provides workforce asset management in the infrastructure and resources sectors</li> <li>Manages people, places and process on complex projects for which visibility and control over the whole work team and assets are critical to safety and success</li> </ul>	<ul style="list-style-type: none"> <li>Provides communication and infrastructure contracting services in the infrastructure and resources sectors</li> <li>The Betta Group installs / upgrades physical infrastructure which allows smart transportation corridors to operate and become connected to the internet of things and Orcoda's software / systems</li> </ul>
Revenue type	<ul style="list-style-type: none"> <li>SaaS software / consulting and implementation services</li> </ul>	<ul style="list-style-type: none"> <li>Device sales / installation and software subscription services</li> </ul>	<ul style="list-style-type: none"> <li>SaaS software / consulting and implementation services</li> </ul>	<ul style="list-style-type: none"> <li>Contracting services and software</li> </ul>
FY23 financial summary	<ul style="list-style-type: none"> <li>Revenue: \$4.0m</li> <li>Gross profit margin: ~70%<sup>1</sup></li> <li>ARR<sup>2</sup>: \$4.0m</li> <li>EBITDA margin: 23%</li> </ul>	<ul style="list-style-type: none"> <li>Revenue: \$3.5m</li> <li>Gross profit margins: ~50%</li> <li>ARR: \$2.4m</li> <li>EBITDA margin: 15%</li> </ul>	<ul style="list-style-type: none"> <li>Revenue: \$12k</li> <li>Gross profit margins: 100%</li> <li>ARR<sup>2</sup>: \$75k</li> <li>EBITDA margin: n/a</li> </ul>	<ul style="list-style-type: none"> <li>Revenue: \$15.9m</li> <li>Gross profit margins: ~40%</li> <li>EBITDA margin: 15%</li> </ul>
Customer industries	<ul style="list-style-type: none"> <li>Transport</li> <li>Community transport</li> <li>Pathology collection</li> <li>Food and goods delivery</li> <li>Municipal waste collection</li> <li>Carpooling / carsharing</li> </ul>	<ul style="list-style-type: none"> <li>Transport</li> <li>Mining</li> <li>Services</li> <li>Government</li> <li>Farming</li> </ul>	<ul style="list-style-type: none"> <li>Mining</li> <li>Energy</li> <li>Infrastructure</li> </ul>	<ul style="list-style-type: none"> <li>Railroads</li> <li>Infrastructure</li> <li>Utilities</li> <li>Engineering</li> <li>Mining</li> <li>Government</li> </ul>
Customers				

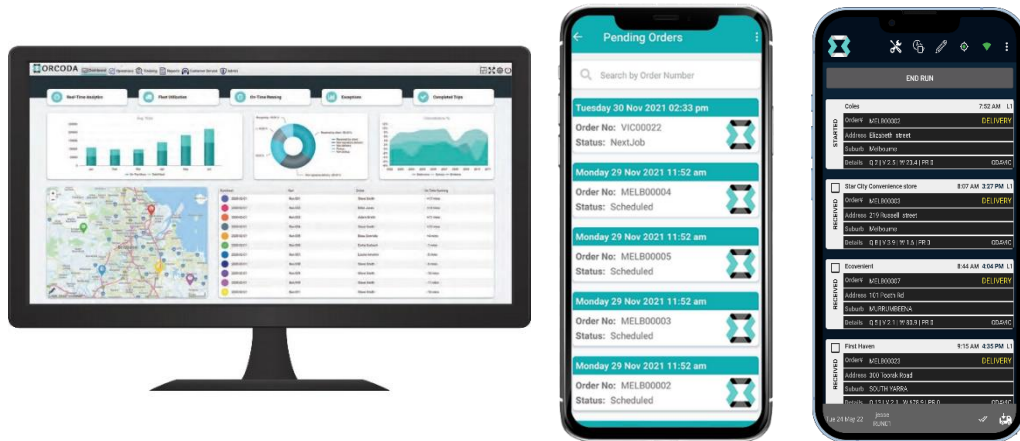
Notes: (1) Excluding Mount Buller rideshare contract which is not a standard SaaS contract; (2) ARR calculation includes annualised MRR of new contracts signed during FY23

# Systems / software - Orcoda's Transport Management System












Delivers technical solutions for deliveries, collections, people and in-field transport operations

## Overview

- Orcoda's Transport Management System delivers technical solutions for deliveries, collections, people and in-field transport operations and services
  - **Scheduling:** functionality to create compliant schedules
  - **Planning:** software can issue notifications to staff in real time to inform them of their daily plans
  - **Management:** software tailored to client operations' unique rules, KPIs and operation variables
  - **Customer:** apps for customer utilisation and support of transport processes



## Key features

			
<b>Fleet optimisation</b>	<b>Staff optimisation</b>	<b>Route optimisation</b>	<b>Risk reduction, health and safety</b>
			
<b>Integration with existing systems</b>	<b>Chain of Responsibility management system</b>	<b>Passenger booking System</b>	<b>Driver and GPS Tracking</b>
			
<b>Delivery Management</b>	<b>Track and Report</b>	<b>Driver Management</b>	<b>Demurrage</b>

## New products

<b>Orcoda Carpool</b>	Local Government Authorities where staff share vehicles
<b>Orcoda Protect</b>	Consumers who own a vehicle they don't want stolen
<b>Orcoda Rental</b>	For rental car companies that want to reduce costs

## Key features

*Booking, keyless entry, immobilisation, tracking and tolls*

*Immobilisation to protect from stealing*

*Booking, contract, pay, keyless, immobilisation, tracking and tolls*

# Systems / software - Orcoda's Booking System

Connects the on-site management with contractors, sub-contractors, suppliers and internal workforce

## Overview

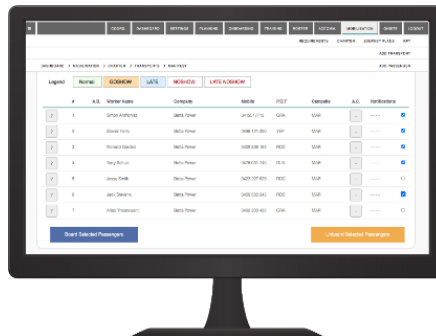
- Orcoda's Booking System provides software that allows for the management of people, parcels and goods transportation, accommodation and site access

### Community transport, metro deliveries, waste management, carpool and car rental

- books people, parcels or goods on to vehicles
- connected to Transport Management System that AI optimises all constraints
- connected to Apps

### Resource Sector booking system

- tracks and manages the worker onboarding process
- induction, training, schedules and rosters
- real-time visibility of workforce, sites and assets
- covers all modes of transport to get workers from their homes to remote accommodation and then manages daily site transportation
- integrates with the databases of clients, contractors and service
- allows for optimisation of transport, catering and accommodation resources
- ideally suited to remote operational worksites and managing shutdowns



## Staff journey



Pre-starts and toolbox digital reports



Integrated induction and training systems



Worker profiles



Itineraries



Accommodation



Roster and schedule



Hazard reporting



Live communication



Risk reduction / safety compliance



Ability to work with no reception

## Management information



Contract management



Roster integration and optimisation



Instant in-field communication



Data optimisation



Visibility of workforce and assets



Real time data



Patented booking system



KPI reporting



Automated alert system



Integration with existing systems

# Infrastructure services – Future Fleet / Betta Group

Orcoda has made two complementary acquisitions which deliver its logistics offering

## Future Fleet

- Future Fleet International is an Australian telematics provider, delivering advanced fleet and asset management solutions including AI driver safety, IOT, satellite tracking, reefer telematics and vehicle tracking and connected to Orcoda eco-system
  - **Vehicles:** ~6,400
  - **Users:** ~1,700
  - **Customers:** ~250
- Future Fleet generates revenue from sales and installation of software and smart devices into vehicles and subsequently ongoing monthly recurring revenue from software fees



## Solutions



GPS Vehicle and Asset Tracking



Compliance, safety & accountability



Driver Fatigue & Distraction Monitoring



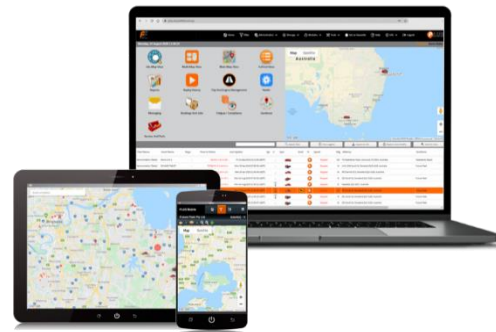
Monitor vehicle location, speed and odometer



IoT, Satellite & Fleet Telematics



Refrigerated Trailer Temperature Monitoring

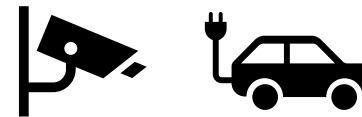


## The Betta Group

- The Betta Group installs / upgrades physical infrastructure which allows smart cities and transport corridors to operate and become connected to the internet of things and Orcoda's eco-systems



Electrical devices services



Provides installation, rectification and maintenance of electrical systems to the industrial, commercial and domestic sectors and installs smart devices that connect to Orcoda eco-system

Power and communication services

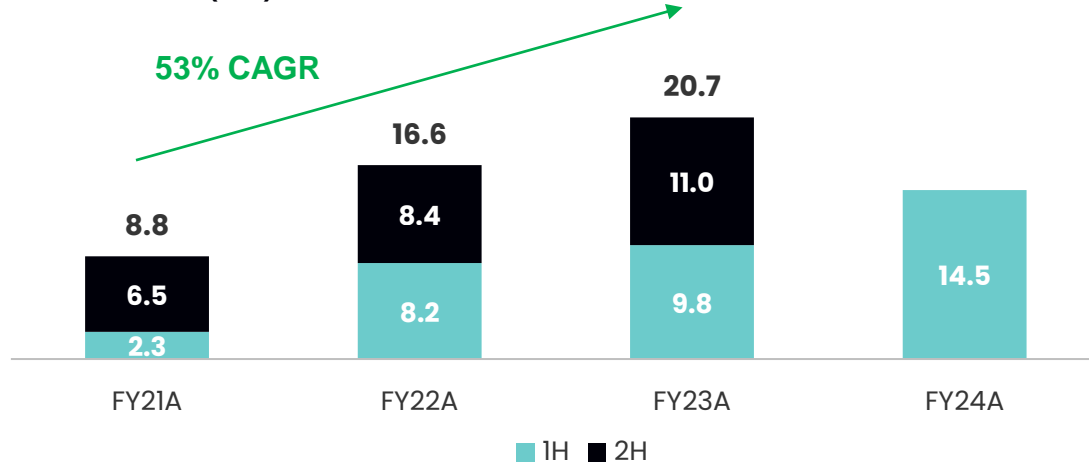


Provides construction and installation of signaling, fibre optic and control infrastructure to the road, rail and air transport sector and connects smart devices to Orcoda eco-system

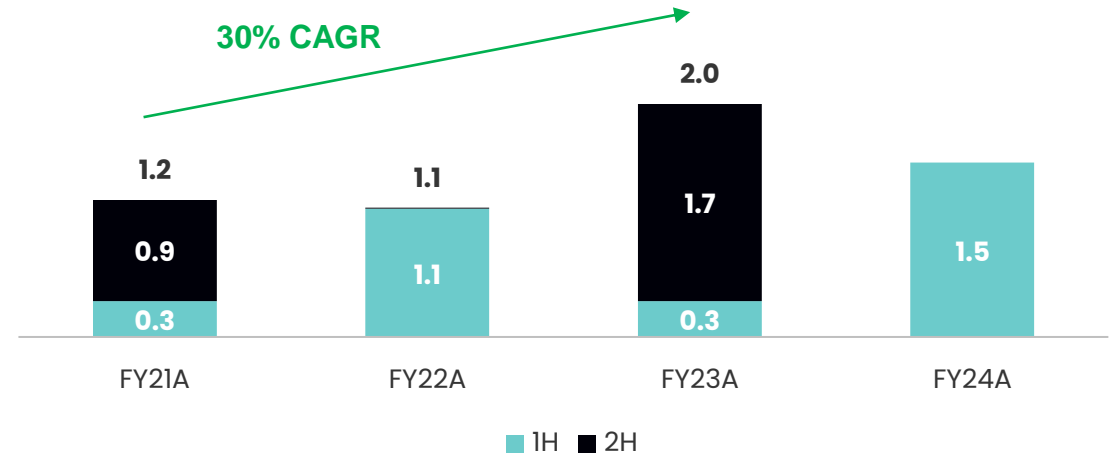
# Financial summary

Orcoda has consistently delivered as seen through income growth, profitability and cashflow

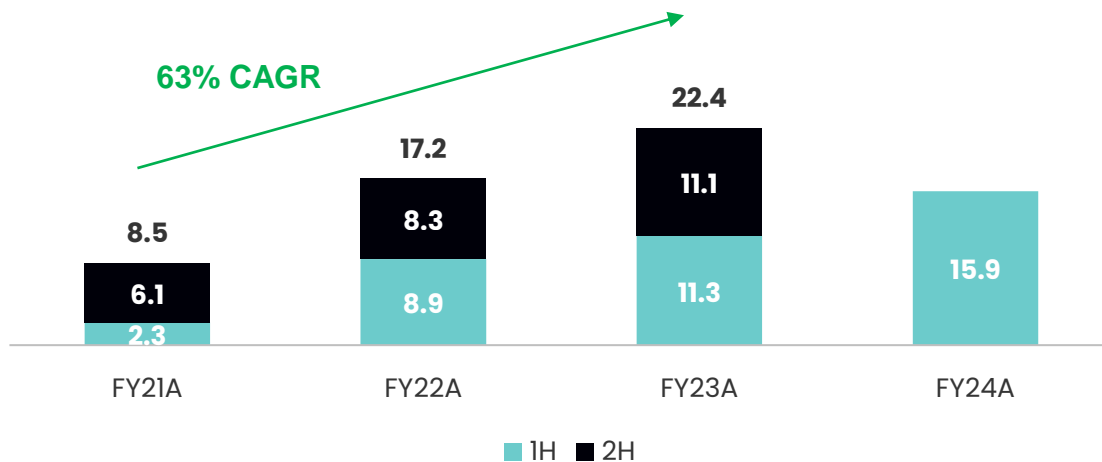
TOTAL INCOME (\$M)



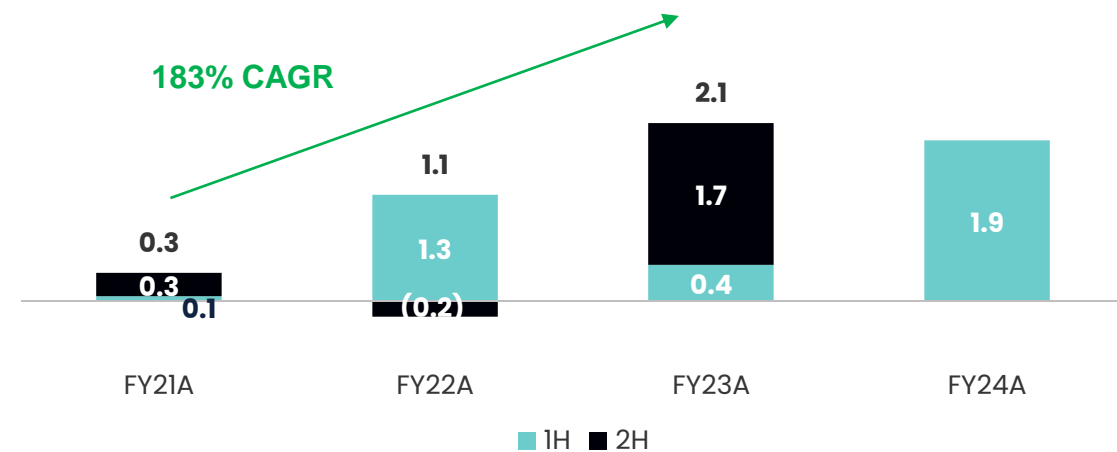
UNDERLYING EBITDA (\$M)



CUSTOMER RECEIPTS (\$M)



OPERATING CASHFLOWS (\$M)

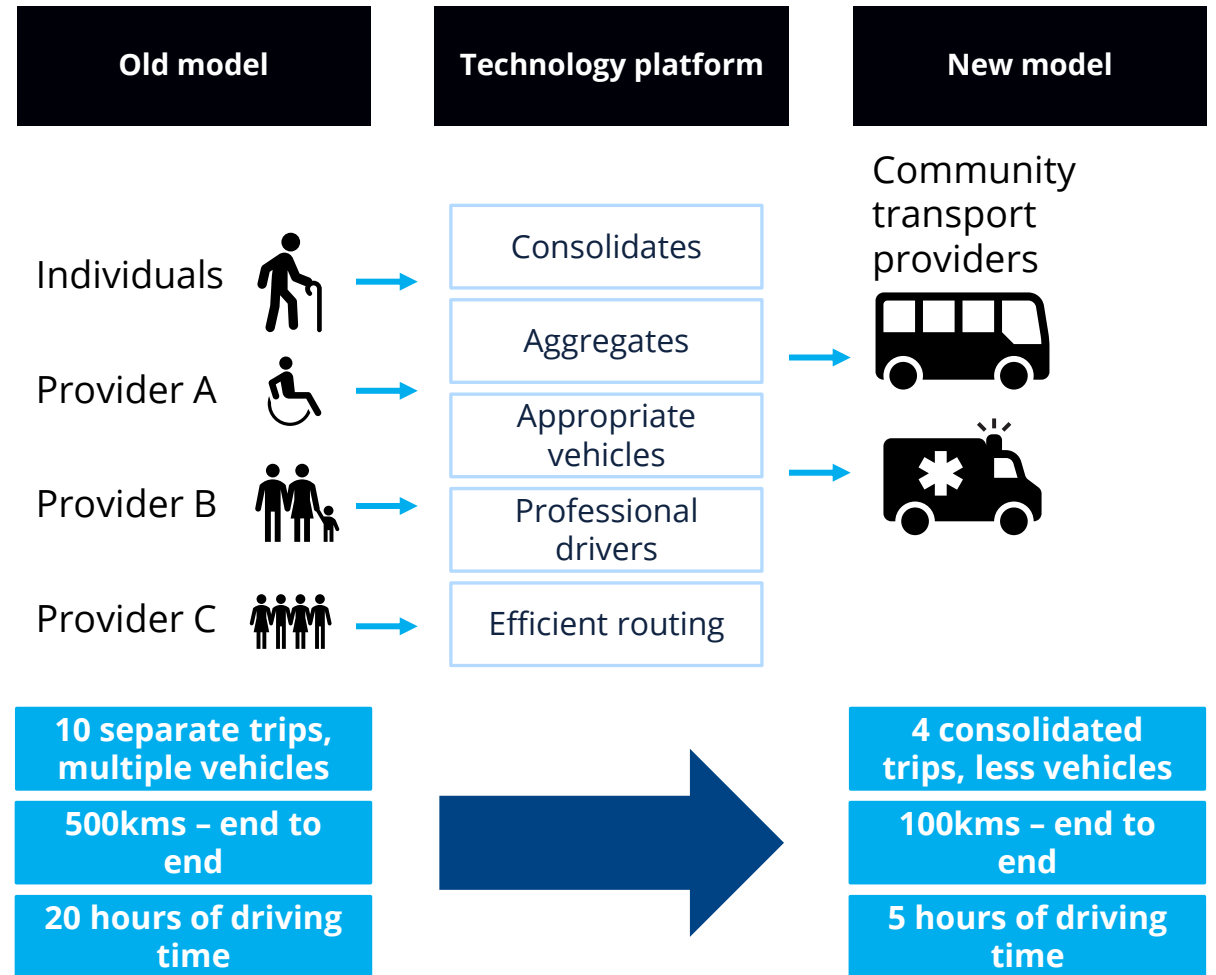


Notes: (1) Represents CAGR between June 2021 and June 2023

# TransitCare - case study

## The future of community transport

<b>OBJECTIVES</b>	<ul style="list-style-type: none"> <li>• Improve fleet utilisation</li> <li>• Reduce costs</li> <li>• Improve reporting</li> <li>• Improve customer service</li> </ul>
<b>ORCODA SOLUTION</b>	<ul style="list-style-type: none"> <li>• Optimised routes and scheduling</li> <li>• Introduction of single device in field for live reporting and communication</li> <li>• Automation of end-of-day reporting</li> <li>• Aggregation of information</li> <li>• Utilises the Transport Management System as well as the Booking System</li> </ul>
<b>OUTCOMES</b>	<ul style="list-style-type: none"> <li>• Saving of \$1.75 million through more efficient use of existing fleet</li> <li>• Reduction in unallocated jobs saving up to \$7,560/day in lost revenue</li> <li>• Increased visibility, safety and compliance</li> <li>• Improved service for customers</li> </ul>
<b>REALATIONSHIP</b>	<ul style="list-style-type: none"> <li>• Ongoing relationship since 2019</li> <li>• Contract extended to 2025</li> <li>• Monthly revenue doubled since inception</li> <li>• Approximately 700 trips per day</li> <li>• Approximately 100 vehicles</li> <li>• Approximately 3,000 users</li> </ul>





# Corporate snapshot

Experienced leadership | Long-term shareholder 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*  
*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 Betta Group, 20+ years corporate experience*

## Management



**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 Betta 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 23-Feb-2024 (rounded) \$0.24

Shares on issue 169m

Market capitalisation \$41m

Cash and cash equivalents (as of 31 Dec 2023) \$5.0m

### Shareholders > 5% of Issued Shares (as of latest practicable date)

Geoffrey Williams*	9.7%
Pronk Holdings Group*	8.9%
Blamnco Trading and Chembank	7.1%
Ravenslea Nominees*	6.3%
Cameron Richard Pty Ltd	5.2%
Halcyon United Pty Ltd*	5.2%

\* Held by current or former employees/directors