

Smart Transport Technology Solutions

March Quarterly FY24 Financial Highlights

29 April 2024



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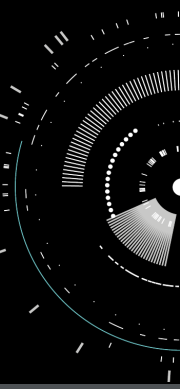
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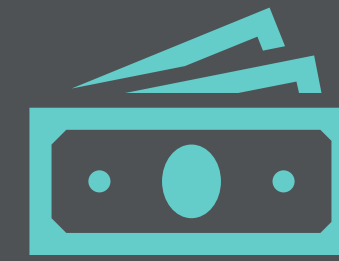
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Integrated smart transport technology solutions provider



\$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
in 2023



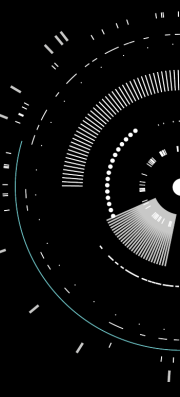
280+
customers in transportation,
healthcare transport, infrastructure
and resources sectors



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, reducing our
customers' carbon footprint

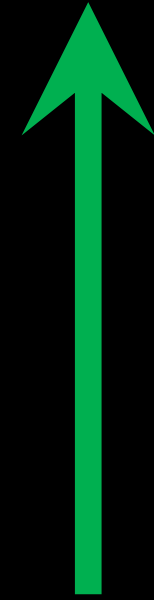


Q3 CUSTOMER RECEIPTS

\$5.5m

+2%

vs. Q3 FY23



Q3 OPERATING CASH FLOWS

\$0.3m

(67)%

vs. Q3 FY23

Q3 TOTAL INCOME

\$5.2m

(9)%

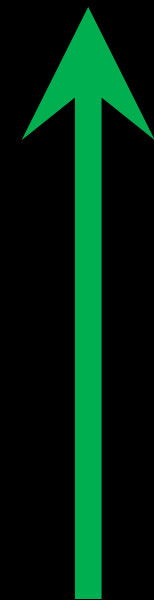
vs. Q3 FY23

YTD CUSTOMER RECEIPTS

\$21.3m

+28%

vs. Q1-Q3 FY23

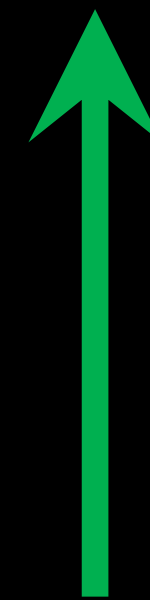


YTD OPERATING CASH FLOWS

\$2.2m

+61%

vs. Q1-Q3 FY23

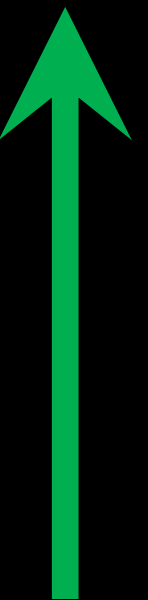


YTD TOTAL INCOME

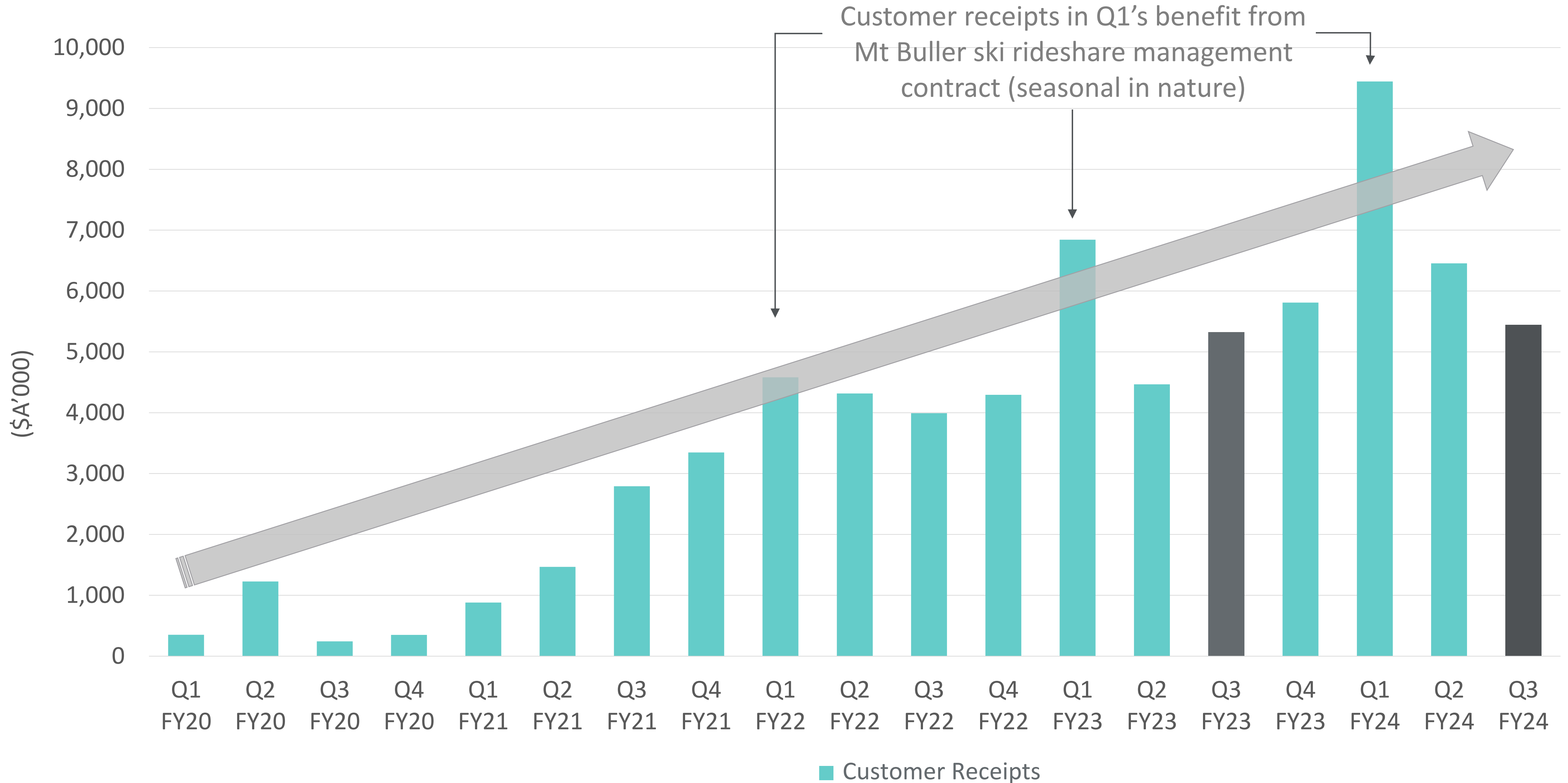
\$19.7m

+27%

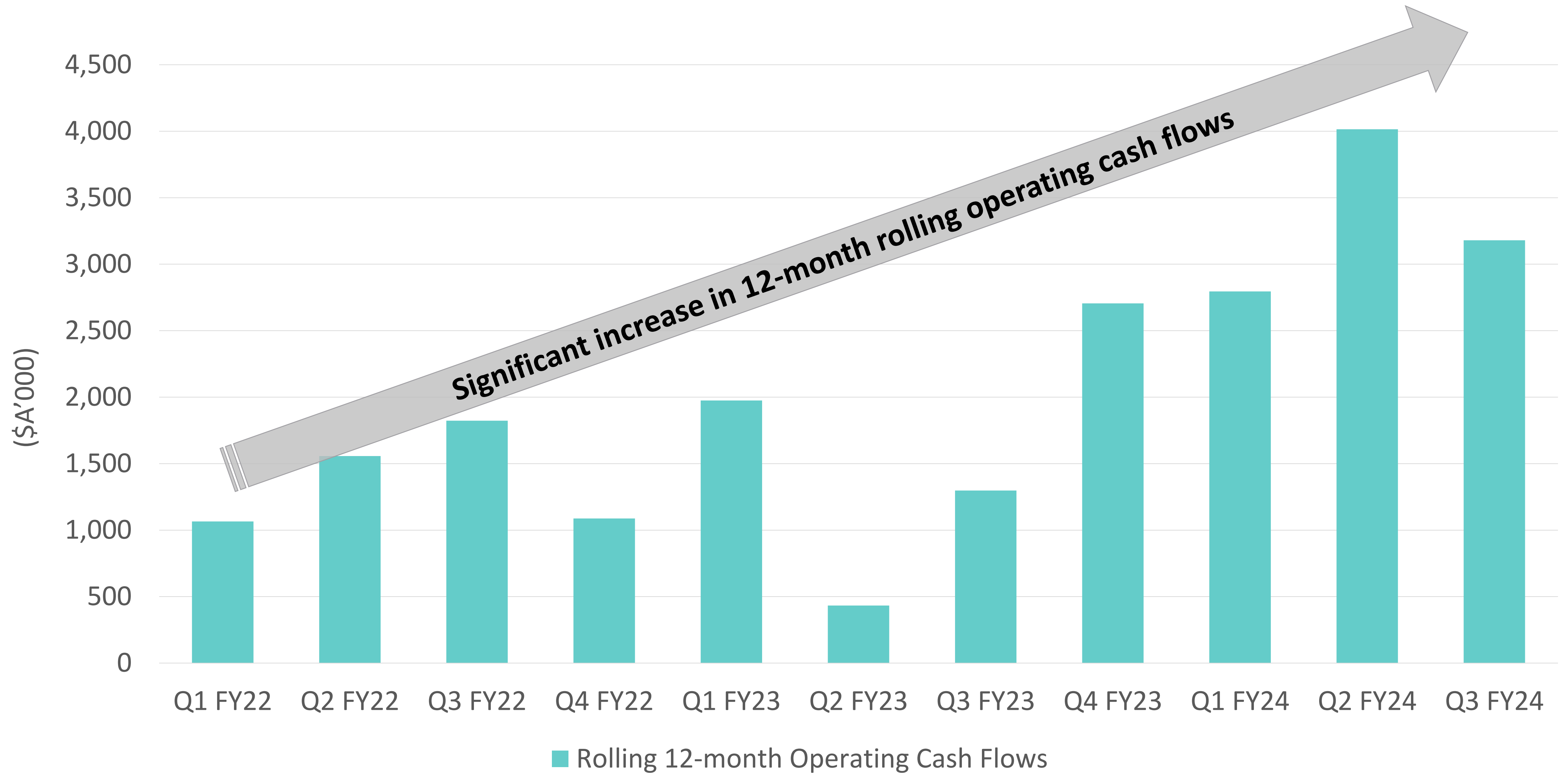
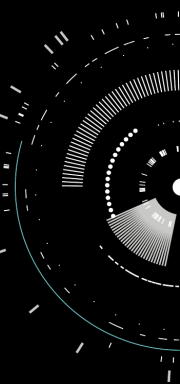
vs. Q1-Q3 FY23

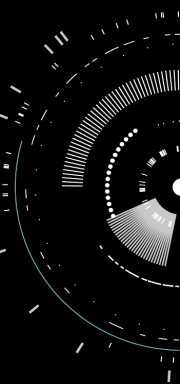


ROBUST GROWTH IN CUSTOMER RECEIPTS



CONSECUTIVE QUARTERS OF POSITIVE OPERATING CASH FLOWS





- ❖ Continued growth in customer receipts and positive operating cash flow for the Quarter (refer to slide 3), overcoming the challenges of:
 - Severe wet weather conditions in Central Queensland from December to February, which affected the progress of most Betta Group projects and impacted its financial performance
 - A very strong Q3 FY23 result as Betta Group executed the \$4.1m Yurika Pembroke Olive Downs contract
- ❖ FY24 year to date financial results are significantly higher than the same period last year (refer to slide 3)
- ❖ Strong momentum in the Transport Technology division
 - In FY24 year to date, large SaaS contracts successfully implemented such as Northline, Comlink Australia and Mini-Tankers (an entity of Refuelling Solutions) add ~\$60k per month or ~\$0.7 million per annum recurring revenue
 - Recently awarded four (4) new SaaS community transport contracts, with commercial discussions ongoing with additional prospective community transport providers
 - New transport software applications such as ORCODA CONNECT (car pooling app) and ORCODA GO (turn-by-turn navigation app), powered by Orcoda's proprietary transport software platform, are commercialised and first contracts went live
 - Key focus on sales & marketing to accelerate penetration of addressable markets and growing recurring revenue
- ❖ In the Infrastructure Services division, Betta Group has moved to a larger site; coupled with a strong focus on building its work pipeline and capabilities to execute large projects with blue-chip clients in the Central Queensland region, it is well positioned for growth in the coming years
- ❖ Robust balance sheet with \$4.8 million cash & cash equivalents and \$5.8 million available working capital (cash plus unused bank facilities) as of 31 March 2024



Responsible for installation of smart devices within vehicles and connecting to Orcoda software



Responsible for installation of smart devices in transport infrastructure and connecting to Orcoda software

Orcoda Transport Management System

Manages vehicles scheduling, routing and optimisation; integrates with the **Orcoda Booking System**

Orcoda's Vision:
To **OR**ganise **CO**nected **DA**ta from our Orcoda ecosystem to deliver **AI** driven **Big Data** for the **smart management of transport and transport infrastructure of the future**

Orcoda Booking System

Books people, parcels and goods on to the vehicles they travel in or on, as well as the reservation of accommodation and site access for people



Smart Integrated Technology Solutions

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



4 Transport and communication Infrastructure services

1 Transport management solutions

Our Vision: to be a leading Smart Cities transport technology solutions provider

3 Fleet management and tracking solutions

2 Workforce transport management solutions



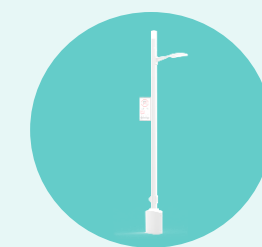
Favourable macro dynamics and large total addressable markets

- 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 AI algorithms for optimisation of transport 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 ~\$6m available working capital as of 31/3/2024



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 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



Maree Adshead
Non-Executive Director
30+ years board and advisory experience; former QLD Small Business Commissioner and ex-partner of Minter Ellison Lawyers



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 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 Transport Technology 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 26-Apr-2024 (rounded)	\$0.20
Shares on issue	169m

Market capitalisation

Cash and cash equivalents (as of 31 Mar 2024)	\$4.8m
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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

GEOFF JAMIESON
MANAGING DIRECTOR

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This presentation has been authorised by the Orcoda Board of Directors.

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.

