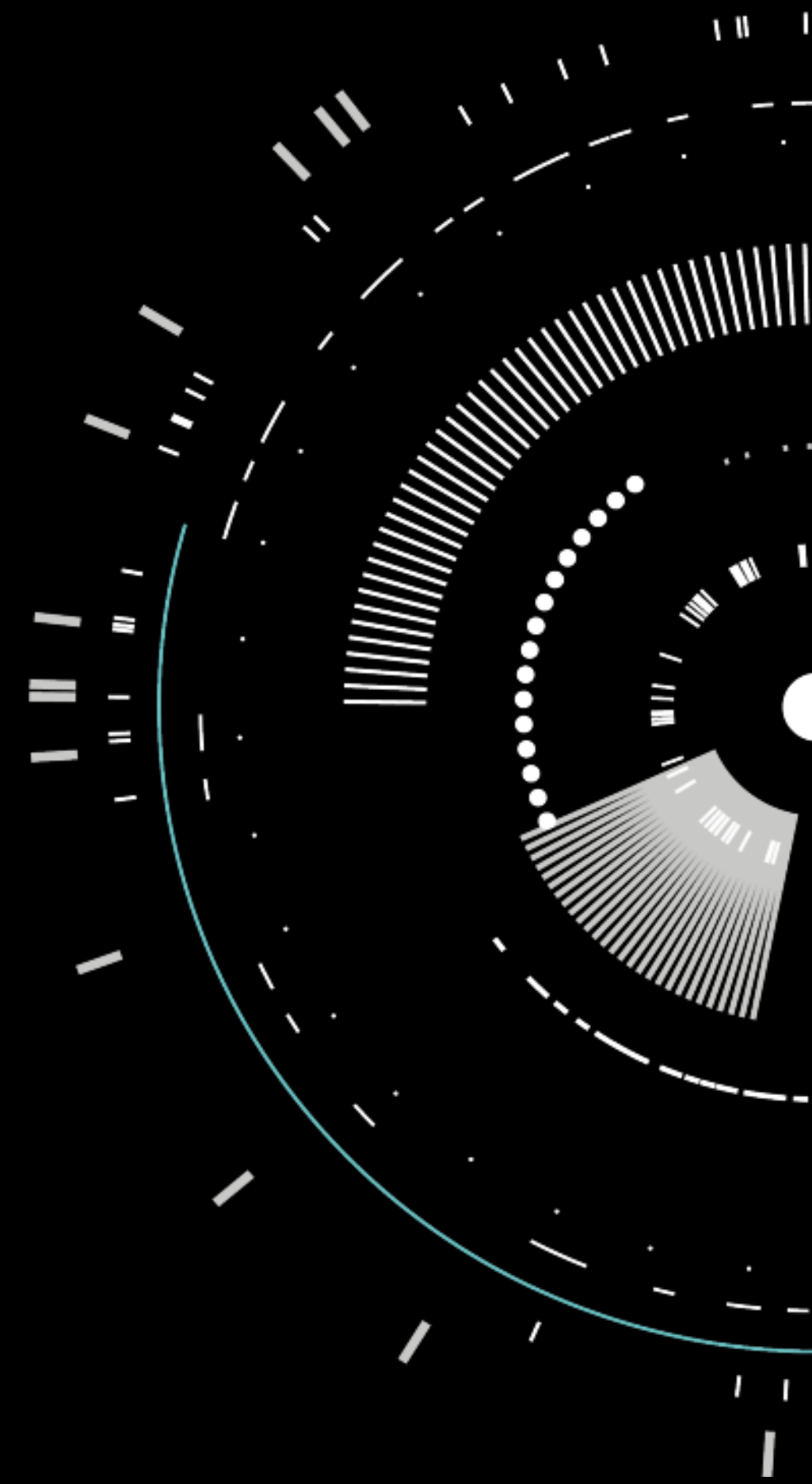


# Smart Transport Technology Solutions

## June Quarterly FY24 Financial Highlights

29 July 2024



**This presentation has been prepared by Orcoda Limited ACN 009 065 650 (“Orcoda”).**

The following material is for general information purposes only and should not be relied upon for the making of any investment decision. Any investment in Orcoda is subject to a number of investment risks including the possibility of loss of capital invested and no return of income or payment of dividends. Neither Orcoda nor any other entity or person in or associated with the Orcoda group of companies guarantees any return (whether capital or income) or generally the performance of Orcoda or the price at which its securities may trade.

In particular, this presentation is not a recommendation, offer or invitation to subscribe for or purchase Orcoda securities. This presentation is not exhaustive of all of the information a potential investor or their professional advisers would require. This presentation does NOT constitute a “Prospectus” or a “Disclosure Document” (as defined in the Corporations Act 2001 (Cth) (Corporations Act)) and has not been, and will not be, lodged with the Australian Securities and Investments Commission or any other regulatory authority. Accordingly, it is not required to contain, and may not necessarily contain, all of the information that a Prospectus or like Disclosure Document would be required to contain pursuant to the Corporations Act.

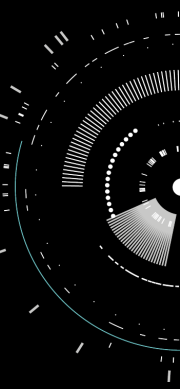
This presentation does not take into account any specific objectives, financial situation or needs of investors. For these and other reasons, you are strongly recommended to obtain your own up to date independent legal, financial and investment advice – those acting without such advice do so at their own risk.

This presentation may contain “forward-looking statements” which are not historical facts. Words such as “expect(s)”, “feel(s)”, “believe(s)”, “will”, “may”, “anticipate(s)” and similar expressions are intended to identify forward-looking statements. Any forward-looking statements in this presentation should be considered “at-risk statements” - not to be relied upon as they are subject to known and unknown risks, uncertainties and other factors that may lead to actual results differing from any forward-looking statement. You are cautioned not to place undue reliance on these forward-looking statements that speak only as of the date hereof and Orcoda does not undertake any obligation to revise and disseminate forward-looking statements to reflect events or circumstances after the date hereof, or to reflect the occurrence of or non-occurrence of any events. In addition, the past performance of Orcoda cannot be assumed as indicative of the future performance. **There is NO guarantee of future performance - actual results and future outcomes will in all likelihood differ from those outlined herein.**

Neither Orcoda nor any of its advisers, agents or employees make or give any express or implied representation, warranty or guarantee that the information contained in this presentation or otherwise supplied by or on behalf of Orcoda is complete or accurate or that it has been or will be audited or independently verified, or that reasonable care has been or will be taken in compiling, preparing or furnishing the relevant information. Orcoda does not take any responsibility for any inference, interpretation, opinion or conclusion that any person may draw or form from this presentation.

To the maximum extent permitted at law, Orcoda and all of its representatives, directors, partners, employees or professional advisers exclude all direct and indirect liability arising out of or in connection with any use or reliance of the information contained or described within this presentation. Other than to the extent required by law (and only to that extent), the Parties do not make any representation or give any assurance, guarantee or warranty (express or implied) as to, nor assume any responsibility or liability for, the authenticity, origin, validity, accuracy, suitability or completeness of, or any errors in or omissions from, any information, statement or opinion contained in this Presentation or any accompanying, previous or subsequent material or presentation.

# Q4 FY24 FINANCIAL HIGHLIGHTS

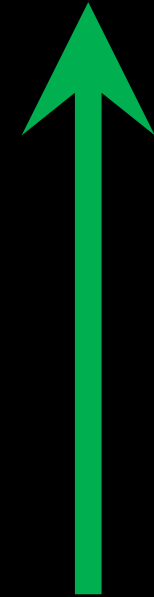


## Q4 CUSTOMER RECEIPTS

**\$6.0m\***

**3%**

vs. Q4 FY23



## Q4 OPERATING CASH FLOWS

**\$0.4m\***

**(40)%**

vs. Q4 FY23

## Q4 TOTAL INCOME

**\$5.5m**

**5%**

vs. Q4 FY23

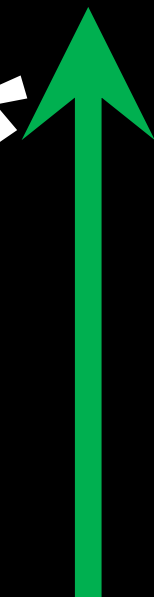


## FY24 CUSTOMER RECEIPTS

**\$27.3m\***

**+22%**

vs. FY23



## FY24 OPERATING CASH FLOWS

**\$2.7m\***

**0%**

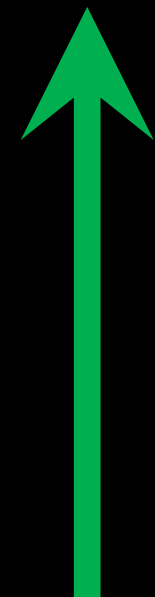
vs. FY23

## FY24 TOTAL INCOME

**\$25.2m**

**+21%**

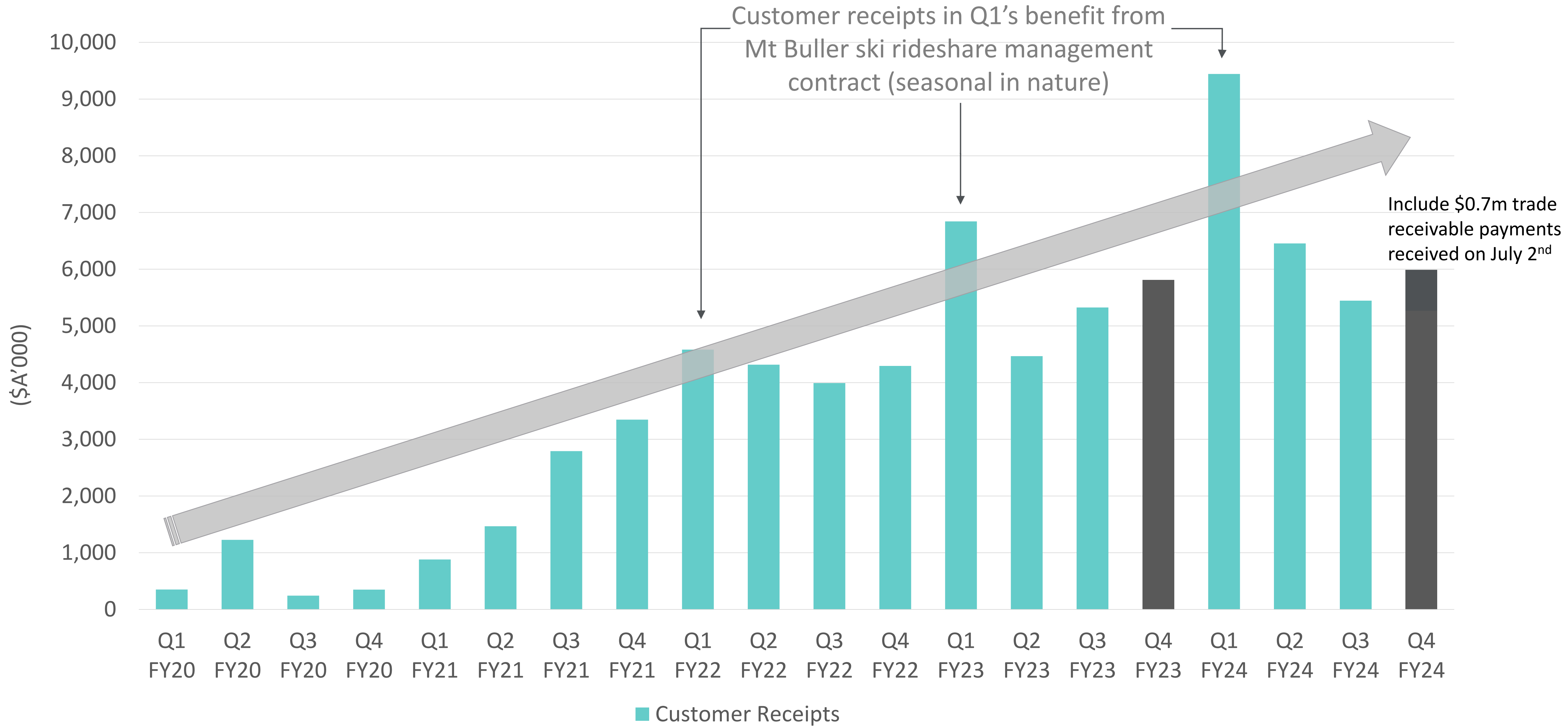
vs. FY23



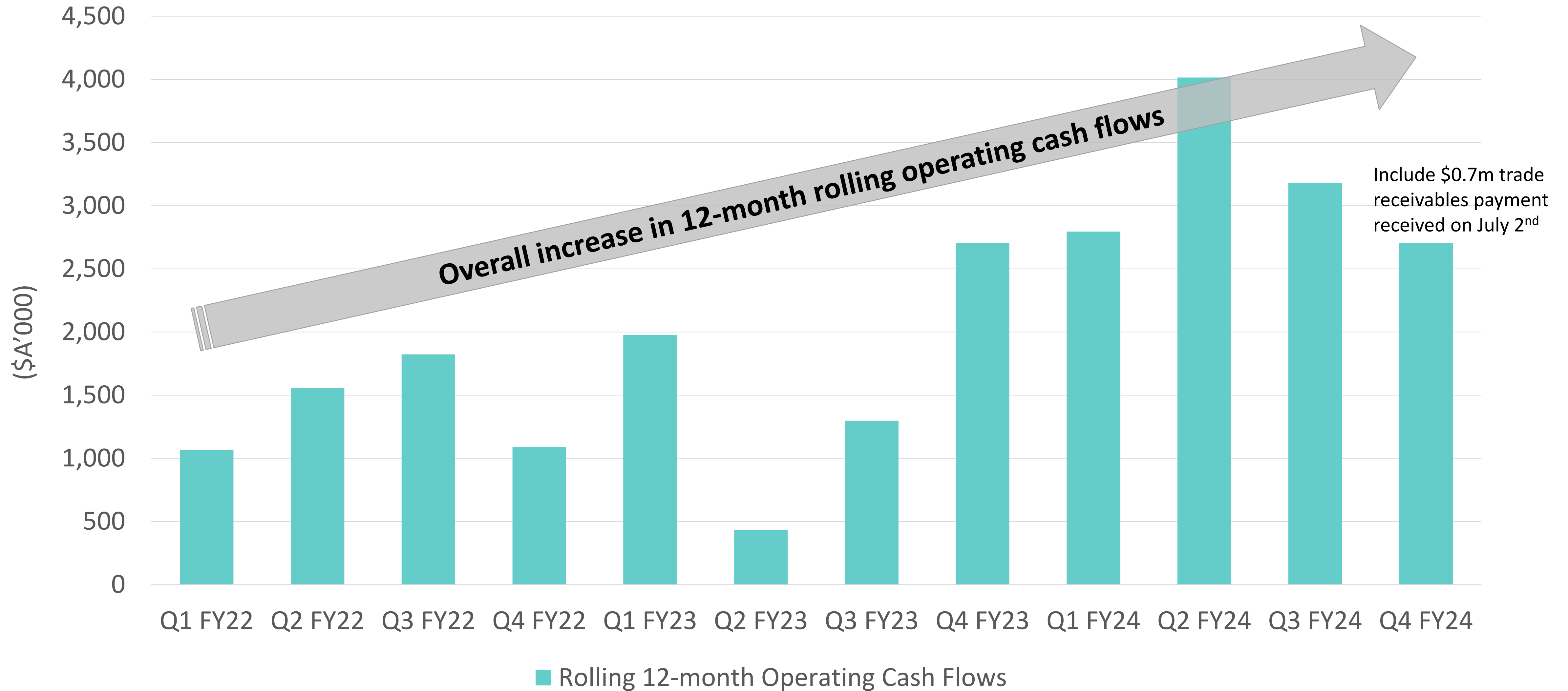
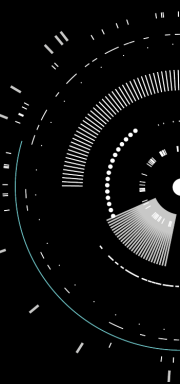
*\* Proforma cash flows including \$0.7m trade receivable payments received on July 2<sup>nd</sup>. Actual Q4 customer receipts \$5.3m and actual Q4 operating cash flows \$(0.3)m. Actual FY24 customer receipts \$26.6m and actual FY24 operating cash flows \$2.7m*

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

# ROBUST GROWTH IN CUSTOMER RECEIPTS



# CONSECUTIVE QUARTERS OF POSITIVE OPERATING CASH FLOWS





- ❖ Quarterly and FY24 cash flow results negatively affected by timing of working capital with large \$0.7 million trade receivables payments received on July 2<sup>nd</sup> but otherwise strong underlying performance (refer to slides 3-5)
- ❖ For the year ended 30 June 2024, underlying net cash inflows +\$1.3 million, after adjusting for the late trade receivable payments (\$0.7 million), one-off Beta Group relocation costs (\$0.4 million) and the Future Fleet acquisition cash considerations (\$1.0 million)
- ❖ Record full year total income and profits based on preliminary unaudited FY24 financial results
  - Unaudited FY24 total income \$25.2 million, up 21% year-on-year
- ❖ Strong momentum in the Transport Technology division
  - In addition to the three (3) existing community transport clients, implemented six (6) new SaaS community transport contracts which all went live on July 1<sup>st</sup>, as part of the Australian Community Transport Association (ACTA) trial with the possibility for the trial to become a national implementation strategy
  - Rolling out transport optimisation software system in Mini-Tankers' (an entity of Refuelling Solutions) depots across Australia
  - Supporting key clients such as Northline with paid upgrades going forward
  - Well positioned with a suite of transport management software applications for different target markets
  - Key focus on sales & marketing to accelerate penetration of addressable markets and grow recurring revenue
- ❖ In the Infrastructure Services division, Beta Group has successfully completed the \$6.8 million Aurizon Newlands RCS contract which is the largest ever contract won and executed, a testament of its capability to complete large projects on time and on budget. In March, Beta Group moved to a larger site to ensure it is well positioned for growth in the coming years; total one-off relocation costs c.\$0.4 million (including \$0.3 million capex) were incurred in 2<sup>nd</sup> half FY24
- ❖ The proforma cash & cash equivalents (including the \$0.7 million late trade receivable payments) was \$4.6 million, plus \$1.0 million unused bank facilities



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



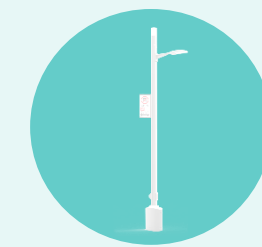
### Favourable macro dynamics and large total addressable markets

- 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 Beta 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

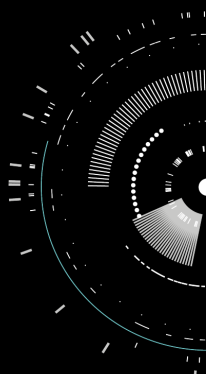
- Strong revenue growth with substantial recurring revenue stream, sustained profitability and positive operating cash flows generation
- SaaS model is highly scalable
- Strong balance sheet with ~\$5.5m available working capital



### 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 and member Rem Committee  
Partner Cozens Johansen Law*



**Geoffrey Jamieson**  
**Managing Director**  
*Ex Merchant banker, 35+ years' experience as MD or CFO for ASX listed companies*



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



**Brendan Mason**  
**Non-Executive Director**  
*Member Rem Committee and Audit 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-Jul-2024 (rounded)	\$0.17
Shares on issue	169m

### Market capitalisation

Proforma cash and cash equivalents (30 June 2024)	\$4.6m
---	--------

### 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

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

**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.

