

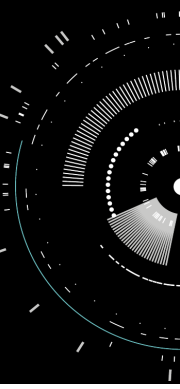
For personal use only

Smart Transport Technology Solutions

September Quarterly FY24 Financial Highlights

24 October 2023





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.

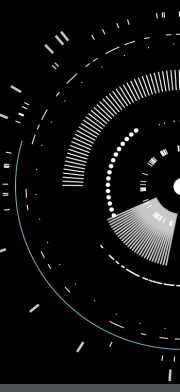
In particular, this presentation is not a recommendation, offer or invitation to subscribe for or purchase Orcoda securities. This presentation is not exhaustive of all of the information a potential investor or their professional advisers would require. This presentation does NOT constitute a “Prospectus” 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.

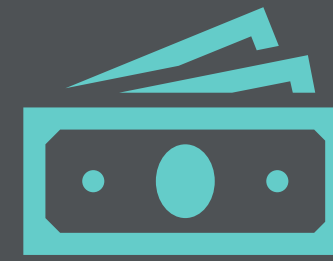
To the maximum extent permitted at law, Orcoda and all of its representatives, directors, partners, employees or professional advisers exclude all direct and indirect liability arising out of or in connection with any use or reliance of the information contained or described within this presentation. 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.



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
year-to-date



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



FIRST QUARTER FY24 FINANCIAL HIGHLIGHTS

Continued robust growth | Record quarterly results

Q1 CUSTOMER RECEIPTS

\$9.4m
+38%
vs. Q1 FY23

Q1 TOTAL INCOME

\$9.0m
+55%
vs. Q1 FY23

Q1 OPERATING CASH FLOWS

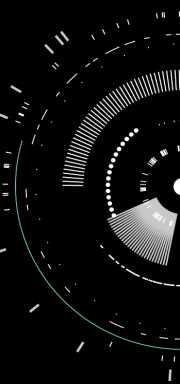
\$1.8m
+50%
vs. Q1 FY23⁽¹⁾

CASH & CASH EQUIVALENTS

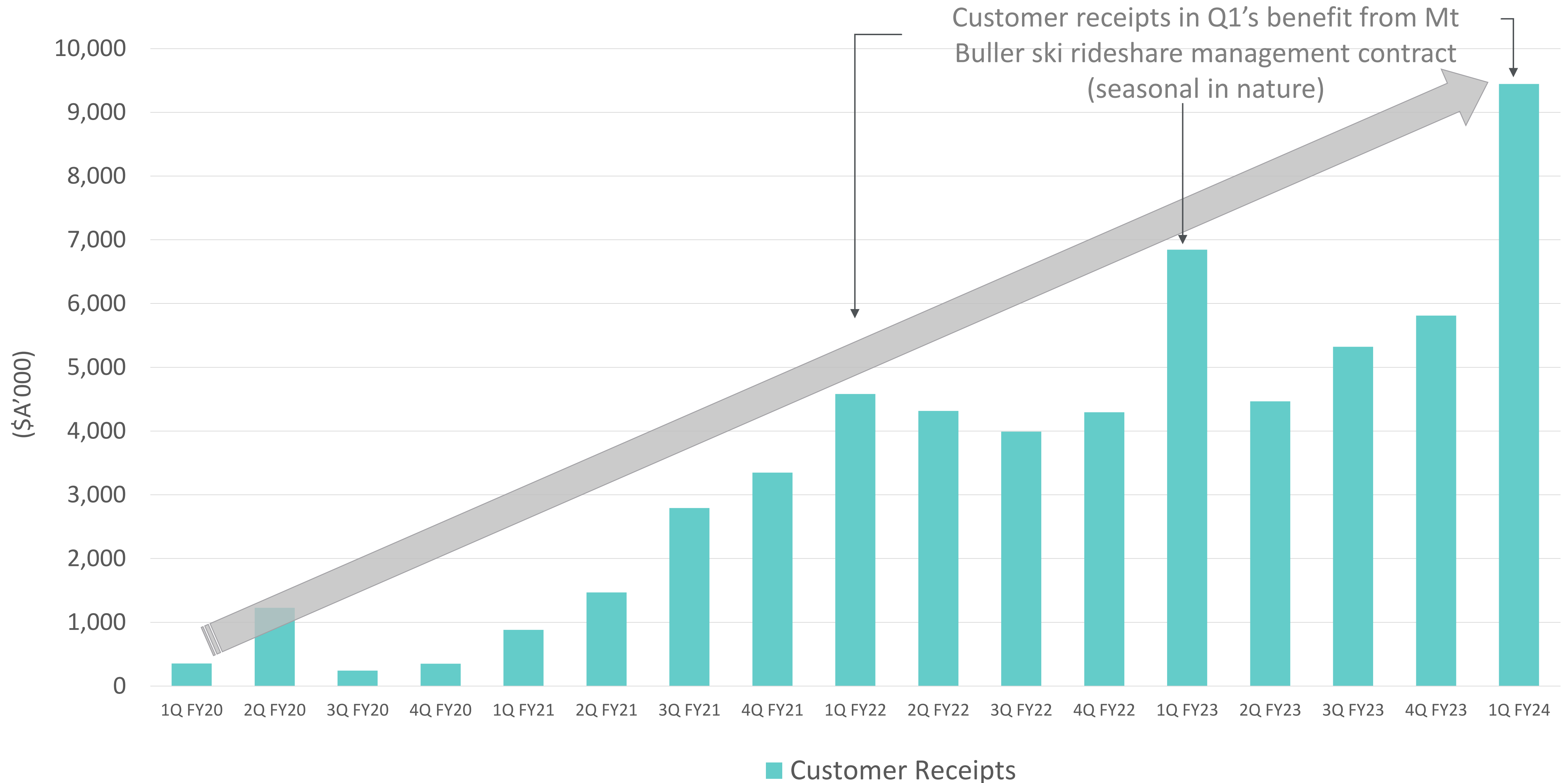
\$5.5m
+15%
vs. 30/6/2023

Due to rounding, percentages may not precisely reflect the absolute figures; unaudited figures hence subject to changes.
(1) In Q1 FY23, operating cash flows was \$1.1m excluding \$0.5m one-off income tax refund.

CONSISTENT ROBUST GROWTH IN CUSTOMER RECEIPTS



For personal use only



- ❖ Record quarterly receipts from customers, total income and operating cash flows, all increased significantly compared to previous quarters (refer to slide 4)
- ❖ Robust growth attributable to positive momentum in our transport management software business, Betta Group and contribution from Future Fleet which we effectively acquired on 1 July 2023
 - Strong performance from Future Fleet - \$0.9 million revenue including \$0.6 million recurring subscription fees for the Quarter
 - Excluding Future Fleet, Q1 recorded 39% organic growth in total income over previous corresponding quarter
 - Typically, vis-à-vis other quarters our Q1's benefit from the Mt Buller ski field rideshare contract, although this year the Mt Buller contract revenue was c.15% lower compared to last year as ski activities were impacted by warmer weather conditions
- ❖ In Betta Group, the key focus in Q1 was the execution of large transport related infrastructure contracts, such as the \$6.8 million Aurizon Rail Logistics Newlands RCS Terminal pit and pipe installation and \$0.8 million Aurizon Rail Logistics Callemondah smart LED light installation, and implementation of systems and processes to increase profitability
- ❖ In our transport management software recurring revenue business, the key focus in Q1 was the delivery and implementation of newly-signed SaaS contracts, such as Northline Transport and Comlink Australia, pursuit of product integration and cross-selling synergies with Future Fleet, as well as business development initiatives
- ❖ On track to launch new software products in the vehicle pooling and vehicle rental segments in the coming months, with trial of Orcoda Rental Connect taking place in Koala Cars' rental fleet. Market opportunities could be substantial if successfully commercialised
- ❖ Robust balance sheet with \$5.5 million cash & cash equivalents and \$6.5 million available working capital (inclusive of unused facilities) as of 30/9/2023

Smart Integrated Technology Solutions

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



4 Transport and communication Infrastructure services

1 Transport logistics management and optimisation via OLMS and booking software platform

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

3 Fleet management and tracking solutions

2 Workforce management via OWLS software platform



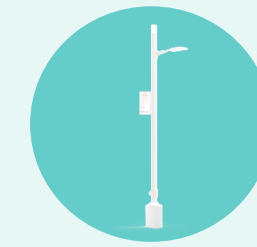
Favourable macro dynamics and large total addressable markets

- 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 optimisation algorithm in asset 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 ~\$6.5m available working capital as of September '23 quarter end



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 shareholders support | Balance Sheet for growth

For personal use only

Board

Management Team



Nicholas Johansen
Non-Executive Chairman
Chair Audit Committee
Partner Cozens Johansen Law



Geoffrey Jamieson
Managing Director
Member Audit Committee
MD Resource Connect, 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



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 20-Oct-2023 (rounded)	\$0.30
Shares on issue	169m

Market capitalisation

Cash and cash equivalents	\$5.5m
---------------------------	--------

Shareholders > 5% of Issued Shares

Geoffrey Williams*	9.7%
Pronk Holdings Group*	8.9%
Blamnco Trading and Chembank	6.5%
Ravenslea Nominees*	6.3%
Halcyon United Pty Ltd*	5.2%
Cameron Richard Pty Ltd	5.1%

* Held by current or former employees/directors



GEOFF JAMIESON
MANAGING DIRECTOR

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.

ORCODA'S INTERACTIVE INVESTMENT HUB

Please sign up to our Interactive Investor Hub
<https://investorhub.orcoda.com/> to find our company announcements, receive updates and interact with Orcoda management.

