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Smart Transport Technology Solutions

June Quarterly FY24 Financial Highlights

29 July 2024





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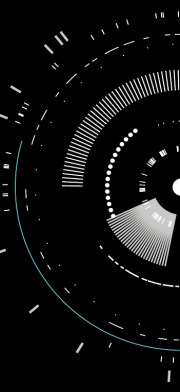
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Q4 FY24 FINANCIAL HIGHLIGHTS



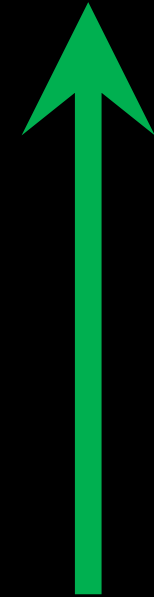
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Q4 CUSTOMER RECEIPTS

\$6.0m*

3%

vs. Q4 FY23



Q4 OPERATING CASH FLOWS

\$0.4m*

(40)%

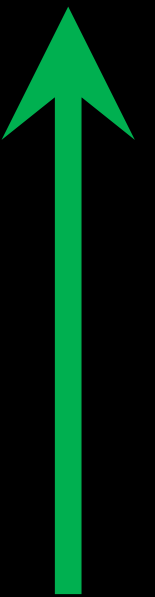
vs. Q4 FY23

Q4 TOTAL INCOME

\$5.5m

5%

vs. Q4 FY23

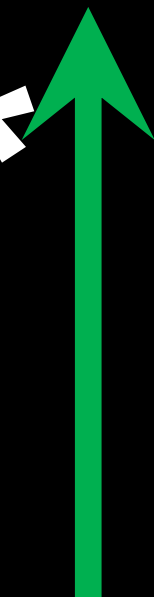


FY24 CUSTOMER RECEIPTS

\$27.3m*

+22%

vs. FY23



FY24 OPERATING CASH FLOWS

\$2.7m*

0%

vs. FY23

FY24 TOTAL INCOME

\$25.2m

+21%

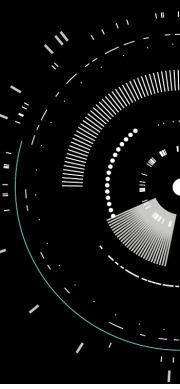
vs. FY23



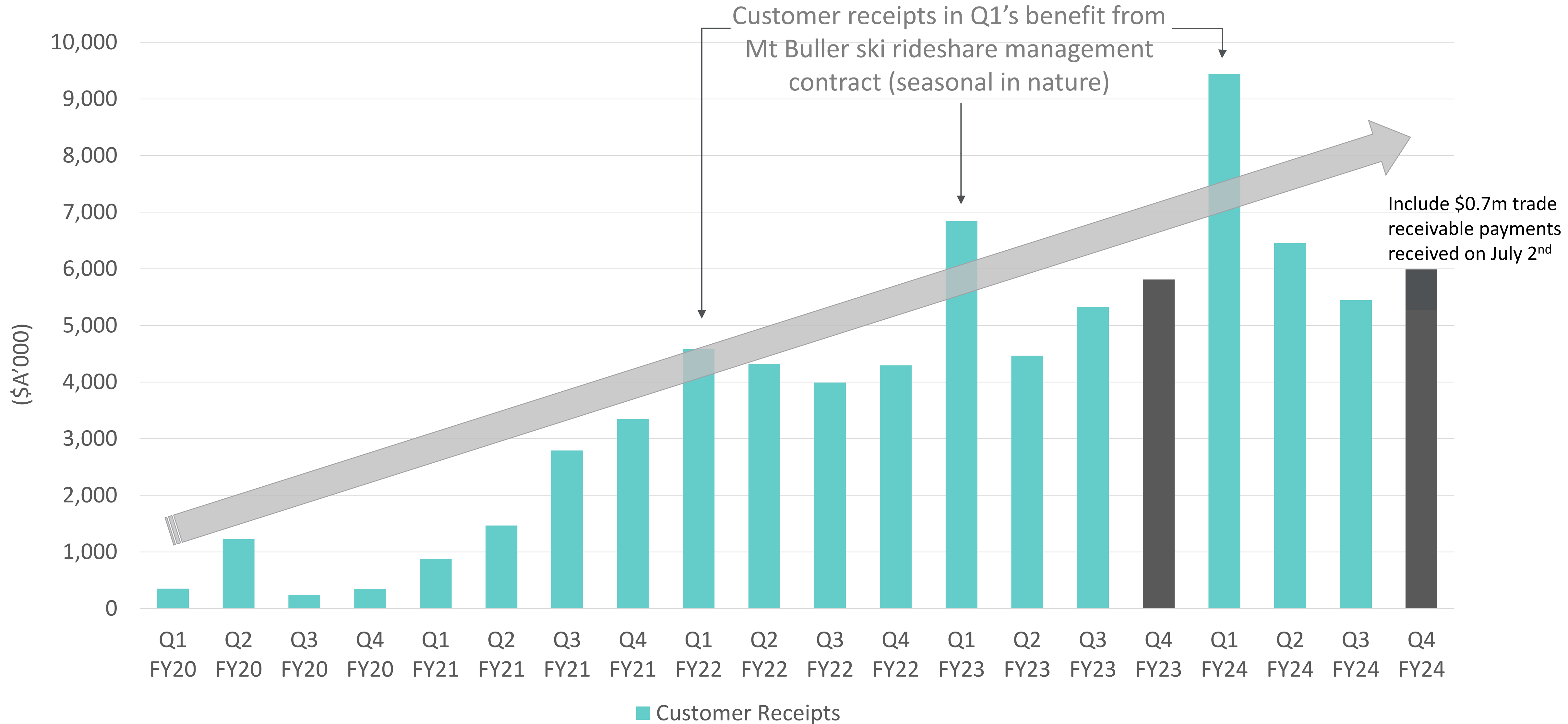
** Proforma cash flows including \$0.7m trade receivable payments received on July 2nd. Actual Q4 customer receipts \$5.3m and actual Q4 operating cash flows \$(0.3)m. Actual FY24 customer receipts \$26.6m and actual FY24 operating cash flows \$2.7m*

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

ROBUST GROWTH IN CUSTOMER RECEIPTS



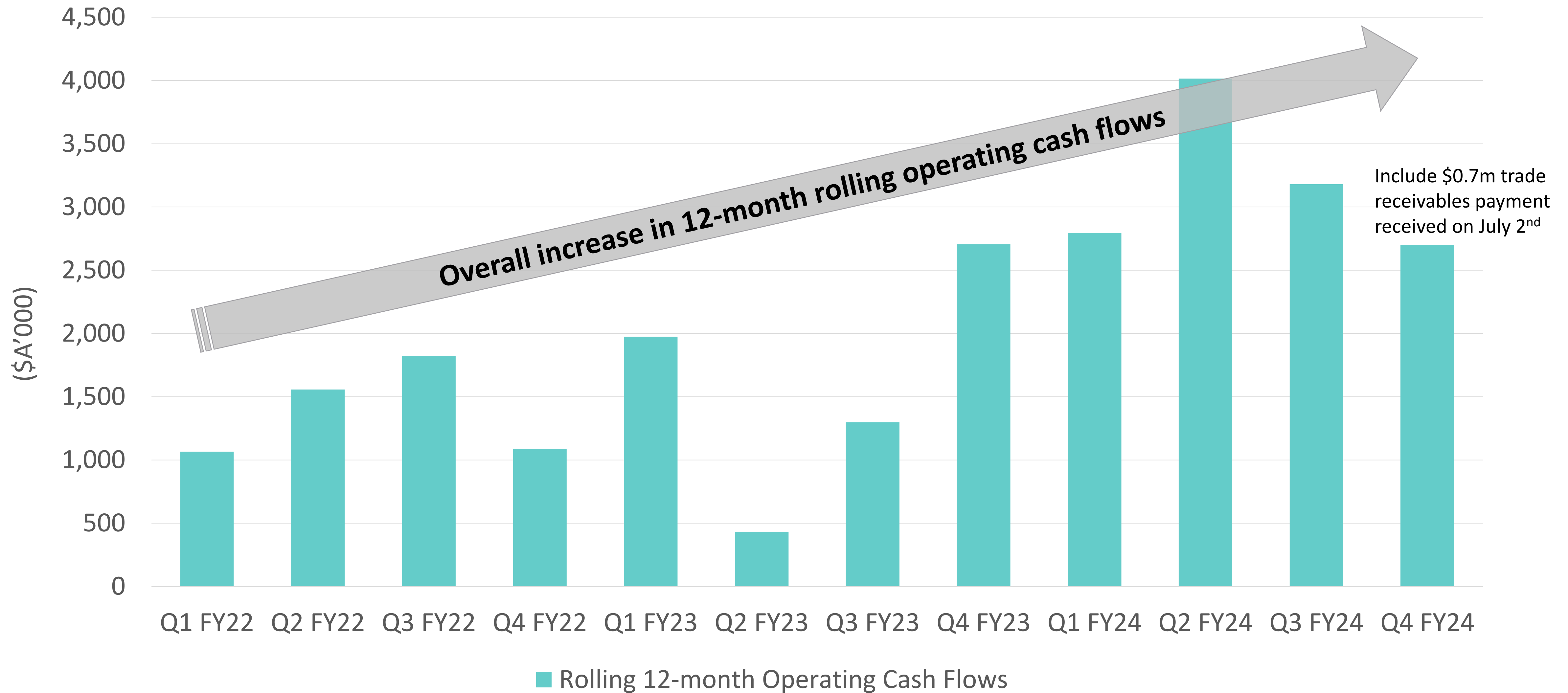
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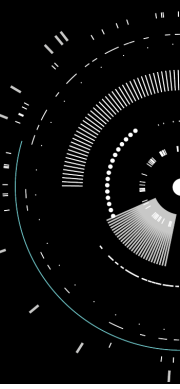


CONSECUTIVE QUARTERS OF POSITIVE OPERATING CASH FLOWS



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- ❖ Quarterly and FY24 cash flow results negatively affected by timing of working capital with large \$0.7 million trade receivables payments received on July 2nd 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 Betta 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 1st, 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, Betta 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, Betta 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 2nd 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

THE ORCODA ECOSYSTEM

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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



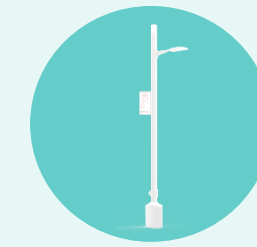
Favourable macro dynamics and large total addressable markets

- 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 ~\$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



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.

