ORCODA optimise everything
OPERATIONAL EFFICIENCY SPECIALISTS

ORCODA LIMITED (ASX:ODA)

Australia's leading Transport Logistics & Transport Services Provider

INVESTOR PRESENTATION

July 2021

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This presentation is authorised by the Board of Orcoda Limited.

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2021 FINANCIAL YEAR HIGHLIGHTS

$8.91m

Consolidated Revenue
for FY21 (unaudited)
$12.73m revenue if Betta included for full year

415%

Increase
in revenue from $1.73m in FY20

$1.08m

Consolidated EBITDA
(unaudited) for FY21, with all divisions profitable for the last Quarter

MARCH 2021 QUARTER FINANCIAL HIGHLIGHTS

$3.78m

Consolidated Revenue
(Unaudited)
For the June 2021 Quarter

+35%

Increase
In revenue from the March 2021 quarter of $2.80 million

$2.47m

Cash at Bank
As at 30 June 2021, strongly positioning the Company for further growth

STRONG GROWTH QUARTER ON QUARTER

COMPANY SNAPSHOT

Orcoda Limited (ASX:ODA) is a diversified Transport Logistics and Services business, which operates in the Oil & Gas, Mining, Road, Rail and Air sectors. The Company has 20 years' experience developing transport technology, contracting and managing; the people, the assets and the infrastructure which they travel in or on.

Orcoda's strategy is to deliver operational efficiency to major transport infrastructure projects through the Company's proprietary technology products, with an active strategy to scale existing technology and pursue value accretive acquisitions.

"With a well defined strategy to achieve organic growth by cross selling existing technologies across divisions, coupled with an accretive acquisition strategy to further build Orcoda's existing divisions, the Company is well positioned for the next stage of growth in FY22 and beyond."

Geoff Jamieson
Managing Director

ASX Ticker	ODA
Share Price	$0.165
Shares on issue	147.59m
Market Cap	$24.35m
Cash balance (30 Jun 2021)	$2.47m
Top 20 shareholdings	79%
Director & Management shareholding	Geoffrey Williams (11%) Stephen Pronk (9%) Geoffrey Jamieson (7%) Warren Preston (6%) Sean Hardman (6%) Brendan Mason (1%) Simon Anthonisz (1%)

INVESTMENT HIGHLIGHTS

Orcoda *Resource Logistics*, generates revenue managing assets and passenger logistics on large projects, providing solutions to energy, mining and infrastructure projects to simplify the complexity associated with people transport logistics.

Orcoda utilises its technology platform to make it best in class at managing passenger logistics on assets such as buses, planes and light vehicles (Mt Buller transportation managed by Orcoda is a good example of the above).

The acquisition of Betta Group of Companies in December 2020 for $5m in cash and equity has substantially boosted revenue within the Resource division with ability to install smart poles to enhance interconnectivity across Orcoda technology platforms.

Orcoda Transport Logistics, is a SaaS cloud product providing enterprise customers with large transport fleets optimised job scheduling, route optimisation and enhanced fleet management, resulting in recurring revenues from a license fee per vehicle per month.

Orcoda Healthcare Logistics generates revenue, by providing its technology platform and management services to manage large fleets of vehicles that are owned by the client or by Orcoda on a monthly or day rate per vehicle.

Multiple solutions across three divisions; Resource, Transport and Healthcare logistics providing the opportunity to realise organic growth by cross selling between divisions.

Accretive acquisition strategy in line with each of the business divisions, adding revenue and value to the Orcoda business.

Board and management team with significant experience in transport, logistics, banking, technology, HR, marketing, legal and financial, applying their knowledge to the next stage of growth for Orcoda.

BOARD AND MANAGEMENT

DIRECTORS

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

Geoff Jamieson
MD / CFO MAICD
Member Audit committee.
MD Resource Connect, Ex Merchant banker.

Geoff Williams
Executive Director & GM Betta Group
21 years experience
Ergon Energy Queensland
Managed Betta Group for last 15 years.

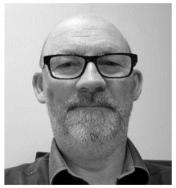
Brendan Mason
Non-Executive Director
Chairman Rem Committee.
Ex Caterpillar, Cochlear, Boral, Lucent/Bell Labs.

Stephen Pronk
Non-Executive Director
Member Rem Committee.
Founder and Director of AimLab.

OPERATIONAL MANAGEMENT

Simon Anthonisz
GM Healthcare Division and Group Operating Officer
HR expert / extensive experience across UK & Australia rail & infrastructure projects.

Warren Preston
GM Resource Logistics
B Bus
Ex Director Chartered Acct Firm.



Grant Boydell
Chief Technology Officer & GM Transport Logistics
Transport expert.
Ex accountant CPA.

Sean Hardman
GM Sales & Marketing
Director Orcoda Resource Logistics Pty Ltd. Ex PWC, Represented Australia in Rugby.

BUSINESS OVERVIEW

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Logistics Technologies

- Proprietary SaaS and enterprise technology focused on efficient logistical planning and resource management.
- Interconnection of our existing technology platforms to smart transport infrastructure e.g. Orcoda smart poles.
- Three established markets: Healthcare transport, Industrial transport & Resources / Infrastructure transport.
  - Helps efficient fleet scheduling and routing in the **healthcare** sector.
  - Optimises job scheduling and improves fleet visibility in the industrial **transport** sector.
  - Helps simplify mass passenger deployments in the **resources** sector (oil & gas, mining and transport infrastructure).

Infrastructure Services

- Resource Logistics managing transport services infrastructure projects since 2012, recently acquiring Betta Power.
- Betta serves the transport sector in electrical construction & maintenance with expertise in smart pole installation.
- Strong Federal, State, Local Government and Commercial contract pipeline.
- Build, install and connect bids for additional rail, road, air and mining currently under tender.
- Well positioned to leverage government transport infrastructure spend of $110 billion over next 10 years.

Smart Pole Technology

- Smart Pole technology developed to connect its transport logistics technology into future transport corridors.
- RC Birli formed, an Indigenous owned corporation, in conjunction with Dickerson Digital.
- Marketing commenced to roll out smart pole technology in road, rail & air projects.
- Road, rail & air infrastructure will require smart technology to enable the management of transport into the future.
- Forefront of transport focused digital revolution utilising specialised AI, augmented reality and IoT expertise.

Acquisitions

- Growth of divisions organically together with value accretive acquisitions.
- Several potential acquisition targets at later stage of due diligence
- Significant synergies with existing logistic technology and/or business units.

Orcoda's strategy is to build a diversified transport logistics & services business based on expertise and technology, and grow through acquisitions that align with each division and interconnect through technology.

ORCODA'S DIVISIONS

HEALTHCARE

Health transport services

TRANSPORT

Line haul, metro deliveries, field services

RESOURCES

Oil & gas, mining, infrastructure

CUSTOMERS PAST & PRESENT

MANAGEMENT OF VEHICLES FOR HEALTHCARE LOGISTICS

Orcoda's healthcare focused product - *Orcoda Connect*, is a recurring revenue, technology product that delivers healthcare providers with optimised scheduling and routing for their vehicle fleet, and a platform for Orcoda to manage its own fleets of vehicles.

The technology streamlines and optimises fleet management.

KEY BENEFITS:

- Optimise route and scheduling
- Developed dynamic solver for on demand services
- Unique platform that does scheduled and on demand
- Minimise trip costs
- Integration with field devices for live reporting and comms
- Automated end of day reporting
- Information aggregation
- Supply of Orcoda vehicles and management of drivers
- Integration with smart poles to enhance connectivity

FY21 revenue: $1.41m.

TRANSPORT LOGISTICS
SAAS AND SOFTWARE DEVELOPMENT

SAAS AND VEHICLES FOR INDUSTRIAL TRANSPORTATION

Orcoda's transport focused product - *Orcoda Transport Logistics*, is a recurring revenue, SaaS cloud product providing enterprise customers with large transport fleets optimised job scheduling as well as enhanced fleet management.

This allows both internal and external stakeholders to gain enhanced visibility and control over their logistical operations.

KEY BENEFITS

- Electronic driver workbooks and safety compliance
- Schedule management
- Route Optimisation
- Driver tracking
- Automated customer notification on delivery timelines
- Proof of delivery
- Customer service reports
- Smart Bin technology linked to platform for waste management
- Integration with smart poles to enhance connectivity

FY21 Revenue: $1.0m

RESOURCE LOGISTICS
TECHNOLOGY, FLEET MANAGEMENT & CONTRACTING

TECH FOR RESOURCES AND CONTRACTING

Orcoda's resources focused product - *Resource Logistics*, is a technology product helping energy, mining and infrastructure companies simplify the management complexity of mass workforce and people deployments.

This is achieved by digitally tracking individual asset statuses through a single digital interface.

Orcoda has managed up to 5,000 passenger movements per day on major oil & gas projects and is currently managing very large numbers of passenger movements per day at Mt Buller.

KEY BENEFITS

Digitally tracks personnel, contractors and suppliers in real time with live manifests

- Reduces administration time, effort, error rate, increases worksite productivity and safety
- Ensures workforce compliance through automated tracking of accreditations, qualifications and competencies
- Integration with smart poles to enhance connectivity

FY21 Revenue: $6.5 million

RESOURCE LOGISTICS
A COMPLETE SOLUTION

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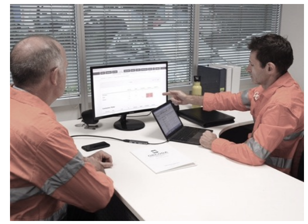
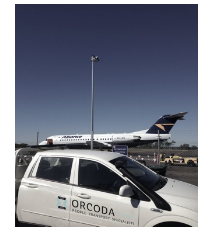




THE ORCODA SUPPLY CHAIN BOOKING & MANAGEMENT SYSTEM

ONE INTEGRATED, AUTOMATED, CONTINUOUS SUPPLY CHAIN.

RISK

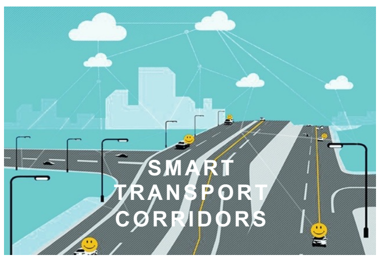
Recruitment | Compliance Documentation | Medicals | Induction and Training | RPT Flights | Air Charter | Bus Charter | Light Vehicle | Accommodation | Worksite Compliance

REAL TIME

- Integrates multiple databases of our clients' workforce supply chain into one digital database, integrating the total supply chain and optimising all processes.
- All project personnel are electronically booked and communicated through worker profiles and Smart phones.

- Client outsources total management of all supply chain transport contractors to Orcoda to mobilise all workers on/off assets and to/from work during their R&R cycle
- The real time digital platform allows for real time manifests at each connection point so management can access dashboard results with current information.

RESOURCE LOGISTICS
A BETTA ACQUISITION



ORCODA'S TRANSPORT INFRASTRUCTURE SERVICES

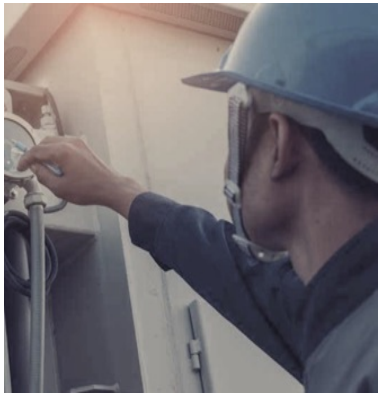
- Boosted by the acquisition of Betta Group in December 2020.
- Betta Group undertake major installations and maintenance contract works for a number of predominant Queensland commercial and government customers.
- To deliver projects to the highest standard, Betta Group's approach focuses on high quality, visibility and adherence to compliance and standards.
- This is achieved through Betta's vast industry knowledge and experience, highly skilled and motivated workforce and extensive project management capability.
- Betta Power's expertise in smart pole installation delivers Orcoda the ability to win large contracts for the installation of Smart Poles in major transport corridors being built over the next 10 years within the Federal Government $110 billion transport infrastructure spend in road, rail & air.

BETTA GROUP CUSTOMERS

Zinfra
CURRAGH
Australian Government
Department of Defence
ERGON ENERGY
AURIZON
SPOTLESS
A Downer Company
JOYGLOBAL
PRIME RENTALS
Rockhampton Regional Council

Betta has proven results with a portfolio of successful and high profile projects delivered with utmost efficiency and quality.

CURRAGH MINE HIGH VOLTAGE WORKS PROJECT



Principal	Wesfarmers
Betta Component	**$500,000**
Project	Carried out all routine maintenance of the overhead poles, ABS's and Transformers on the private Curragh 66kV/22kV Networks.

AURIZON POLE & SWITCHBOARD PROJECT

Principal	Aurizon
Betta Component	**$750,000**
Project:	Carried out services to change more than 100 power poles and 50 CMP switchboards.

CANOONA ROAD AIRFIELD LIGHTING PROJECT

Principal	Spotless
Betta Component	**$100,000**
Project:	Carried out installation of lighting for the helicopter landing zones for the Chinook and Apache helicopters for the Singaporean Army.

SOUTHERN OIL PROJECT

Principal	Electrix
Betta Component	**$350,000**
Project:	HV overhead and underground component for the electrical infrastructure to the new Southern Oil Refinery at Yarwun near Gladstone.

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NEXT GENERATION INFRASTRUCTURE

Orcoda Resource Logistics Pty Ltd have partnered with Dickerson Digital through RC Birli to develop the next generation of connected poles for use in the company's connected transport infrastructure projects.

Importantly, the poles can act as a relay for 5G base stations to increase signal strength. Combined with inbuilt video capabilities, this can allow operators to apply internet connectivity and AI processing across large areas. These benefits can be realised across all business divisions.

KEY FUNCTIONALITY

- Smart Lighting
- Video enabled monitoring and alerts
- Vehicle speed tracking and monitoring
- Internet/5G connectivity
- Rail signalling
- Wireless charging
- AI, ML IoT, VR and AR

The Smart Pole market expected 5 year compound annual growth rate (CAGR) is 18%
Worldwide take up in 2020 was US$30 billion*
*www.mordorintelligence.com/industry-reports/smart-pole-market)

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