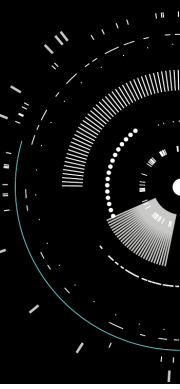


Organising, Connecting and Optimising MOBILITY

FY2022 FINANCIAL RESULTS

23 September 2022





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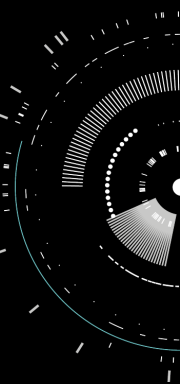
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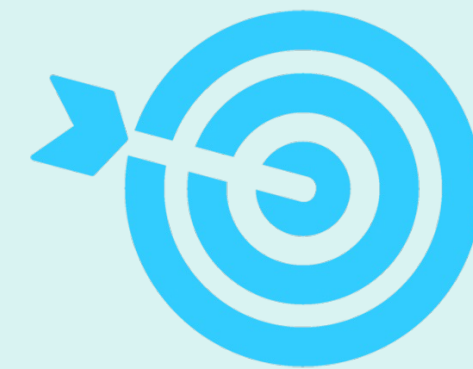
Who we are

Orcoda Limited (ASX: ODA) is an integrated technology company that provides smart technology solutions for transport logistics and transport infrastructure services.

Our proprietary cloud-based, open ended, end-to-end software technology platforms have true optimisation capabilities, enabling clients to generate real time, fast, accurate and reliable information to make data-led decisions for the movement of people, parcels and goods, the assets they travel in and the infrastructure they travel on.

Our transport infrastructure services via Betta Group deliver value-add solutions primarily in major road, rail and air infrastructure projects and is an integral part of achieving our Vision.

Our clients come from a diverse array of industry sectors and include some of Australia's largest companies operating in the resources (mining, oil & gas and infrastructure), transport logistics and healthcare transport sectors.



Our Mission

To optimise our clients' transport operations and support their digital transformation



Our Vision

To develop an eco-system of interconnected technology, integrating smart devices to provide big data for continual optimisation and digitisation of transport services and transport infrastructure

FY22 FINANCIAL HIGHLIGHTS

Sustained improvement across core metrics compared to FY21

TOTAL INCOME

\$16.6m
+89%
vs. FY21

UNDERLYING EBITDA⁽¹⁾

\$1.1m
(6)%
vs. FY21

OPERATING CASH FLOWS

\$1.1m
223%
vs. FY21

CUSTOMER RECEIPTS

\$17.2m
+102%
vs. FY21

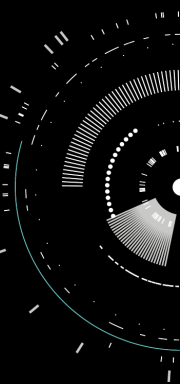
NET ASSETS AS OF 30/6/22

\$14.4m
+12%
vs. 30/6/2021

1. Underlying EBITDA is earnings before interest, tax, depreciation and amortization and non-cash items

Due to rounding, percentages may not precisely reflect the absolute figures

Note: Betta Group is consolidated into Orcoda's accounts from 1 December 2020 onwards



Commercial successes across our divisions and positioning for growth

Record Revenue for Betta Group

- ❖ Record revenue in FY22 with c.50% year-on-year growth
- ❖ Won major infrastructure projects during FY22, such as the \$2.2m Major Works Subcontract with Laing O'Rourke to deliver mechanical services for large, high profile Department of Defence project at Shoalwater Bay
- ❖ Well positioned in the Central Queensland region where strong economic growth is projected with the support of strategic infrastructure plan
- ❖ Experienced executives have joined Betta Group to drive sustained profitable growth

Positive Momentum in Healthcare and Transport Logistics

- ❖ Focus on the execution of OLMS contracts won during FY22 to manage and optimise our clients' vehicle fleet, which could become significant revenue generators if our technology platform is implemented across their broader fleet portfolio
- ❖ Stellar snow season at Mount Buller where our Mt Buller Transportation App serviced more than 180k passenger movements in the 2022 season to date

Positioning for Growth

- ❖ As digital transformation trend accelerates following COVID-19, there are growing interests for our Orcoda Logistics Management System (OLMS) and Orcoda Workforce Logistics System (OWLS) technology platforms
- ❖ Added sales capabilities in order to capture upcoming opportunities in the marketplace
- ❖ During the year, formed strategic partnerships with strong channel partners, such as Teletrac Navman, a leading global SaaS and telematic system provider, to cross-sell integrated product solutions through their dealer network

Divisional Performance

RESOURCE LOGISTICS

Infrastructure, resources (oil & gas, mining)



Infrastructure services (Betta Group) and workforce management software platform for the infrastructure and resources sectors

EBITDA
\$2.0m
Up 10%

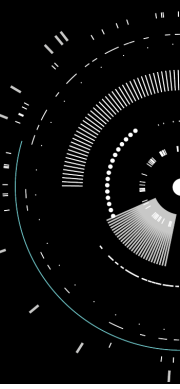
HEALTHCARE AND TRANSPORT LOGISTICS

Healthcare, pathology, transport logistics



SaaS enterprise platform to optimise scheduling + routing for healthcare and transport logistics providers

EBITDA
\$698k
Up 9%

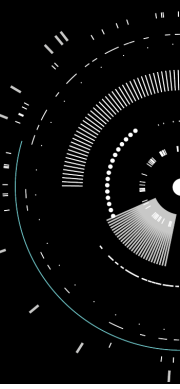


Strong revenue growth and sustained profitability

Year ended June 30 th For continuing operations	FY22	FY21	Change	
	\$m	\$m	\$m	%
Revenue	16.1	7.6	8.4	110%
Other income (incl. R&D tax incentive)	0.6	1.2	(0.6)	(51%)
Total income	16.6	8.8	7.8	89%
Underlying EBITDA⁽¹⁾	1.1	1.2	(0.1)	(6%)
<i>Underlying EBITDA Margin</i>	<i>7%</i>	<i>13%</i>	<i>n/a</i>	<i>n/a</i>
Profit after income tax from continuing operations	0.2	0.5	(0.3)	(60%)

- ❖ Total income \$16.6m, up 89% from FY21
- ❖ Revenue increase driven by full year contribution from Betta Group and underlying growth across all divisions
- ❖ Underlying EBITDA \$1.1m, with lower margin compared to FY21 primarily as a result of:
 - ❖ Higher other income in FY21 (government subsidies related to COVID-19 and R&D income)
 - ❖ Higher initial costs in large projects in Betta Group commenced during second half of FY22
- ❖ FY22 profit after income tax from continuing operations was lower primarily due to higher D&A charges and share-based payment expenses (non-cash)

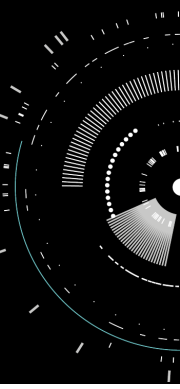
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Robust balance sheet position to fund future growth

	30-Jun-22	30-Jun-21	Change	
	\$m	\$m	\$m	%
ASSETS				
Cash and cash equivalents	2.4	2.4	0.0	0%
Trade & other receivables	3.1	2.4	0.8	33%
Intangible assets	8.7	8.7	(0.0)	(1%)
Plant and equipment	4.6	3.1	1.6	51%
Other assets	1.0	1.1	(0.1)	(12%)
Total assets	19.7	17.6	2.2	12%
LIABILITIES				
Trade and other payables	2.1	1.4	0.8	54%
Financial liabilities	2.5	2.5	(0.0)	(2%)
Other liabilities	0.8	0.8	(0.1)	(8%)
Total liabilities	5.4	4.7	0.6	14%
NET ASSETS	14.4	12.8	1.5	12%

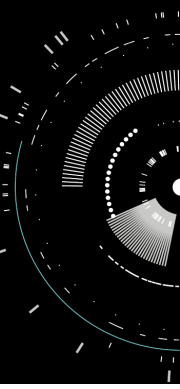
- ❖ Cash and cash equivalents of \$2.4m as of 30-Jun-22
- ❖ Strong focus on working capital management
- ❖ Increase in plant and equipment reflect purchases made during FY22 to support growth in our businesses particularly Betta Group
- ❖ \$2.5m financial liabilities comprised of:
 - (i) \$0.5m final earn-out instalment for the Betta Group acquisition (paid in July 2022), and
 - (ii) \$2.0m chattel mortgages (of which \$1.5m was non-current liabilities)



Strong growth in operating cash flows

Year ended June 30 th	FY22	FY21	Change	
	\$m	\$m	\$m	%
Receipts from customers	17.2	8.5	8.7	102%
Payments to suppliers and employees	(16.5)	(8.6)	7.9	92%
Other	0.4	0.4	(0.0)	(5%)
Net cash from operating activities	1.1	0.3	0.8	223%
Cash flows from investing activities	(1.6)	(0.7)	0.9	115%
Cash flows from financing activities	0.5	1.4	(0.9)	(64%)
Net cash flows	0.0	1.0	(1.0)	N/A
Cash at beginning of period	2.4	1.4		
Cash at end of period	2.4	2.4	0.0	0%

- ❖ Increase in receipts from customers and operating cash flows reflect strong growth of our businesses
- ❖ FY22 cash flows from investing activities include \$1m earn-out payments related to the acquisition of Betta Group
- ❖ FY22 cash flows from financing activities include c.\$1.2m of net proceeds from share placements

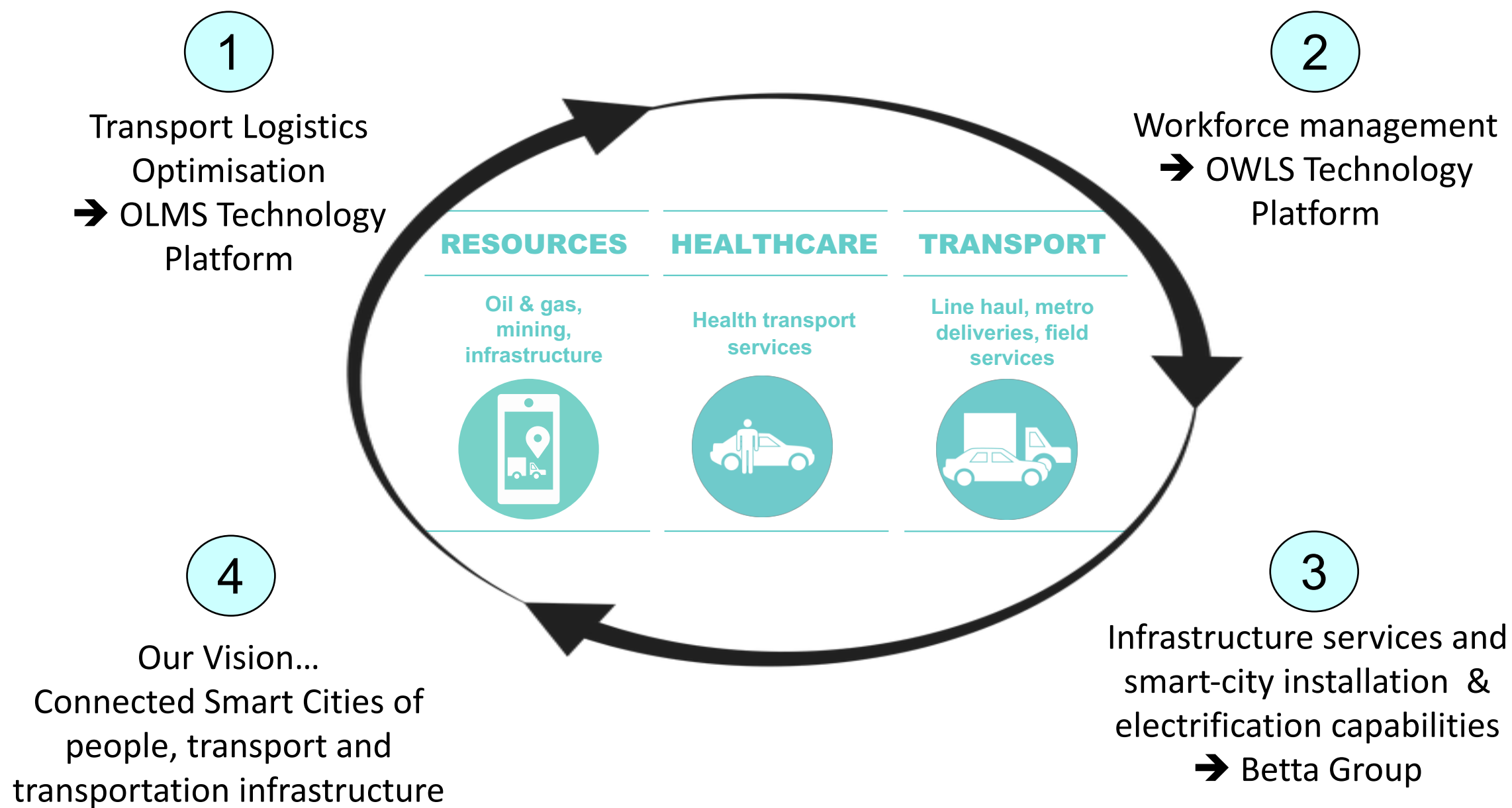


We believe the acceleration of digital transformation will drive the demand for Orcoda Solutions

Set out below are our plans to grow Orcoda:

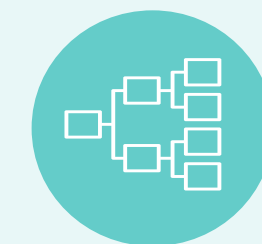
1. In the Resource Logistics Division:
 - ❖ Betta Group: (1) support existing core clients' activities in the Central Queensland region by delivering best-in-class and reliable infrastructure services, (2) develop relationship with other prospective clients who are active in the Central Queensland region, (3) penetrate the commercial facilities management segment, (4) pursue smart-city installation projects, (5) expansion into other regions where there are synergies (longer term)
 - ❖ Increase sales efforts of the OWLS technology platform, as time is ripe for technological disruption in remote workforce management for infrastructure and resources projects
2. In the Healthcare and Transport Logistics Division:
 - ❖ Roll-out the OLMS fleet management / optimisation technology platform across existing clients' operations
 - ❖ Win new contracts leveraging sales network of our channel partners, e.g. Teletrac Navman
3. Bring our patented SaaS products to the U.S. market place (U.S. capital raise process ongoing)
4. Pursue strategic and value-accretive acquisitions that are complementary to our existing businesses and Orcoda's smart-city vision

Leading Transport Logistics & Transport Services Provider in Smart Technology Solutions



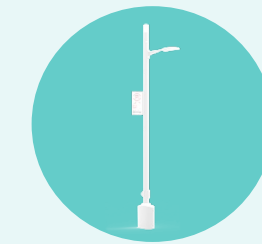
Best-in-category: Market-leading optimisation algorithm for people, parcel and goods mobility and asset logistics

- Incorporates and extends typical fleet management tools – ie. telematics and real-time data insights – with an automated logistics optimization algorithm, which accounts for a multitude of customizable constraints and makes decisions that are continuously refined in real-time through machine learning



Patented technologies

- USA and Australia patent for fully integrated logistics + bookings optimisation; providing a Service Orientated Architecture of one database that connects all personnel, service and asset provider databases



Complementary infrastructure services with installation expertise in smart-city projects

- Through Betta Group, Orcoda is well positioned to benefit from the Government's budgeted transport infrastructure spend of \$110bn over next 10 years and smart pole build-out



Strong financial performance and robust balance sheet to support our strategic plans

- Strong revenue growth, sustained profitability and positive operating cash flows generation
- SaaS model for our technology platform is highly scalable
- ~\$3m working capital as of June FY22 quarter end



Large and growing total addressable market

- Across Healthcare, Transport and Resources industry verticals where there are significant operational improvement opportunities
- Digital transformation trend is accelerating – strong tailwinds of growth in OLMS and OWLS adoption
- Benefitting from accelerating technology adoption, and large government and commercial capital investment into building smart-cities / smart road, rail & air infrastructure

Experienced leadership | Long-term shareholder support | Robust balance sheet for growth

Board



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



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



Geoffrey Jamieson
Managing Director, MAICD
Member Audit Committee
MD Resource Connect, Ex Merchant banker

Market information

Share price at 16-Sep-2022 (rounded) \$0.06

Shares on issue 159m

Market capitalisation \$10m

Cash and cash equivalents (as of 30 Jun 2022) \$2.4m

Management Team



Samuel Yue
Chief Financial Officer
MD Barclays Investment Bank, VP Corp Dev Carlsberg, Goldman Sachs



Julian Rockett
Company Secretary
Principal Partner Karma Lawyers, Practised lawyer and 10+ years experience as company secretary for ASX listed companies



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



Sean Hardman
GM Resource Logistics Division
Director Orcoda Resource Logistics. Founding member Resource Connect. Represented Australia in Rugby



Rae Jeffrey
GM Betta Group
Ex Ventia Utility Services Central Queensland last 10 years and grew business from \$7.2m p.a. to \$31m p.a.



Geoffrey Williams
Advisor to Betta Group
21 years experience Ergon Energy Queensland Managed Betta Group for 15 years

Shareholding composition (as of 16 September 2022)

Geoffrey Williams 10%

Stephen Pronk (ex-director) 10%

Blamnco 7%

Geoffrey Jamieson 7%

Sean Hardman 6%

GEOFF JAMIESON

M A N A G I N G D I R E C T O R

Email: gjamieson@orcoda.com

www.orcoda.com

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

Orcoda Limited (ASX:ODA) is a leading Australian transport logistics and transport services solutions provider, with expertise in business efficiency and optimisation of processes. We are operational efficiency specialists who supply best-in-class solutions combining technology, management expertise and contracting services that makes our clients among the most productive and cost-effective organisations in their respective industries.

Our clients come from a diverse array of industry sectors and include some of Australia's largest companies operating in the resources / infrastructure, transport logistics and healthcare transport sectors.

Orcoda's combined expertise is focused on three key sectors of transport logistics and services: road, rail and air. We pride ourselves on enabling our clients to generate fast, accurate and reliable information, ensuring they are able to make the best business decisions the first time, every time and on time.

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<https://investorhub.orcoda.com/> to find our company announcements, receive updates and interact with Orcoda management.