

29 November 2024

ASX ANNOUNCEMENT – ORCODA LIMITED (ASX: ODA)

AGM Presentation

Please find attached the Managing Director's presentation to be given at the Company's annual general meeting today.

For more information, please contact:

Company:

Geoff Jamieson
Orcoda Limited, Managing Director
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-ENDS-

This ASX release is authorised by the Board of Orcoda Limited.

ABOUT ORCODA

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.
www.orcoda.com



ORCODA

2024 Annual General Meeting

29 November 2024

Organise Connected Data

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ORCODA SNAPSHOT

ORGANISE CONNECTED DATA



Mission

Optimise and enhance compliance of customers' transport operations, supporting digital transformation



What We Do

Integrated transport optimisation SaaS, in-vehicle fleet management solutions, contracting services



Vision

Leading provider of Intelligent Transport Management System & seamless AI driven smart city transport solutions



~280
active customers



~7,000
vehicles using
Orcoda technologies



~3.1 million
annual transport movements
optimised and managed by
Orcoda software solutions



\$6.4 million
Annual Recurring
Revenue (ARR) up 64%

Figures as of 30 June 2024.



TODAY

**Orcoda
is an integrated,
B2B provider of
smart city transport
technology and
smart infrastructure
solutions within
transport corridors**

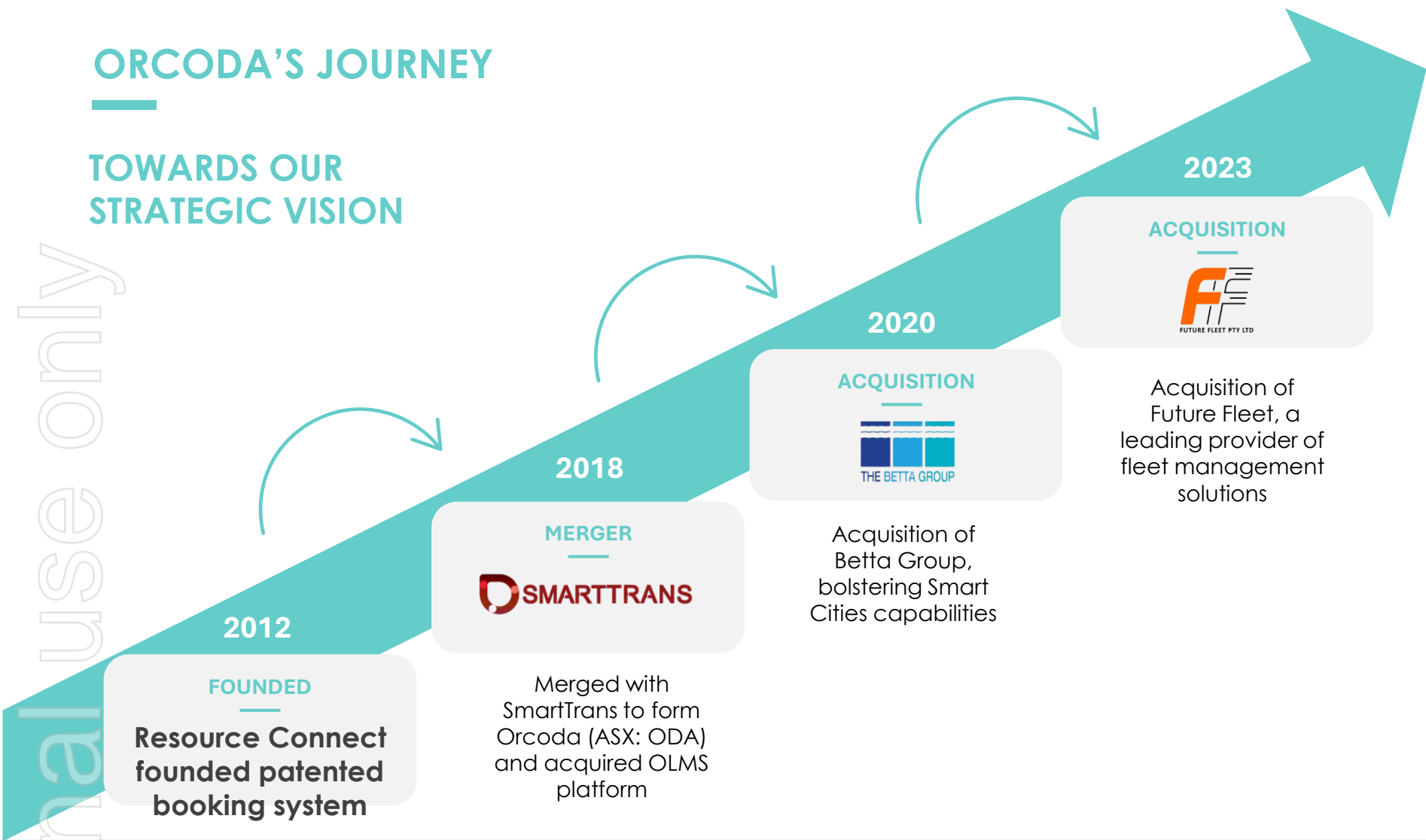


TOMORROW

**Orcoda will
be a leading
provider of
seamless AI
driven smart
city transport
solutions**

ORCODA'S JOURNEY

TOWARDS OUR STRATEGIC VISION



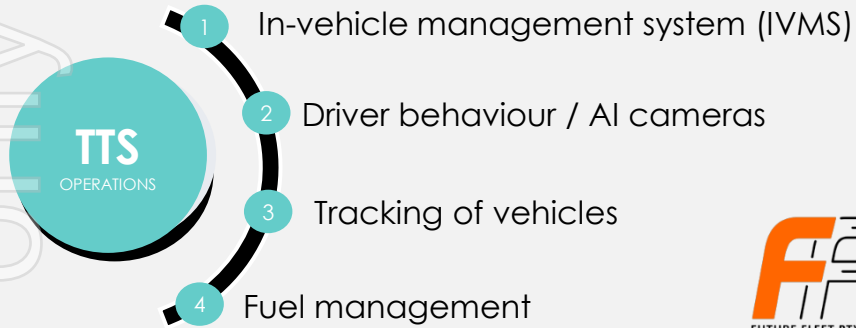
VISION:
a leading provider of seamless AI driven smart city transport solutions

KEY CAPABILITIES

Booking system + transport management AI optimisation solver + smart cities transport installations + in-vehicle fleet management solutions = INTELLIGENT TRANSPORT MANAGEMENT SYSTEM

ORCODA (TODAY) INTELLIGENT TRANSPORT MANAGEMENT SYSTEM (ITMS)

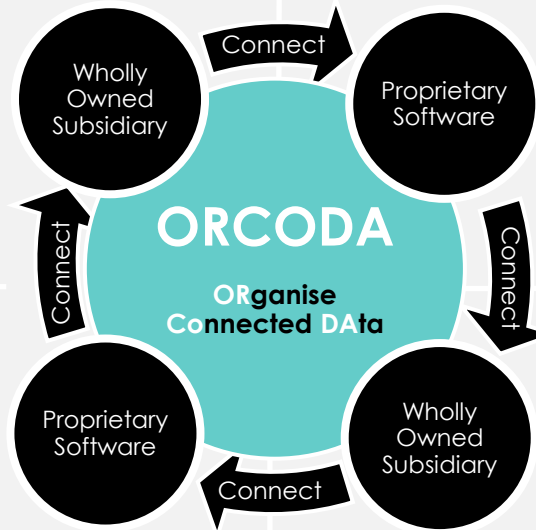
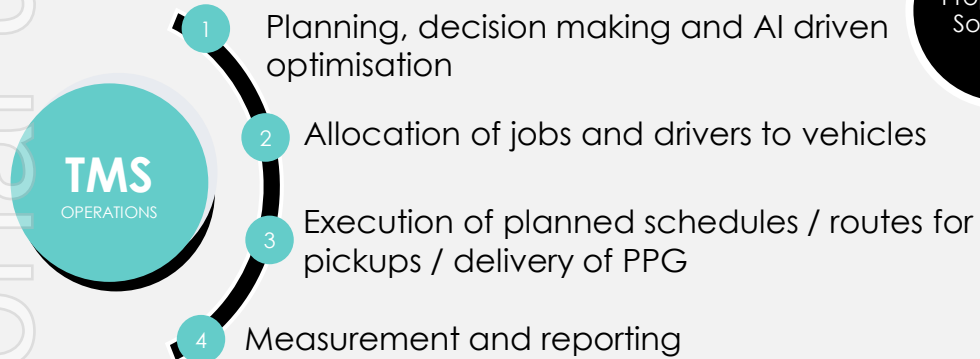
TRANSPORT TELEMATICS SYSTEMS (TTS)



TRANSPORT BOOKING SYSTEMS (TBS)

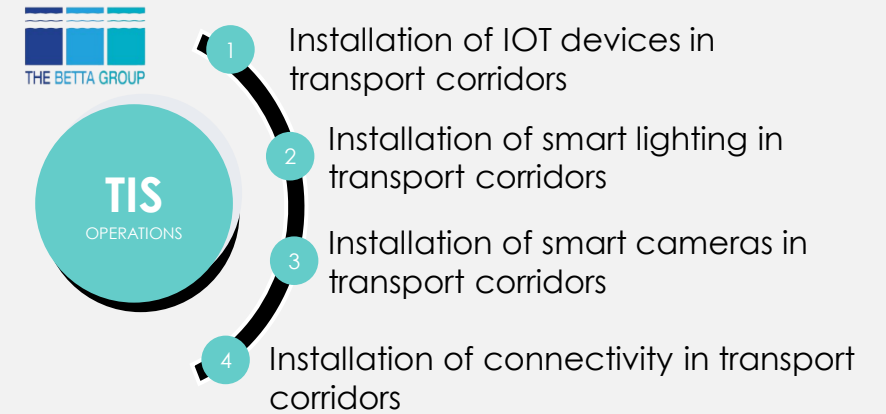


TRANSPORT MANAGEMENT SYSTEMS (TMS)



Future
AI driven
Digital Twins
Big Data

TRANSPORT INFRASTRUCTURE SYSTEMS (TIS)



TRANSPORT BOOKING SYSTEM & TRANSPORT MANAGEMENT SYSTEM CASE STUDY 1



Client info entered into system

Client book their trip to hospital etc as per an agreed transport schedule via Orcoda App



Client presses app on smartphone which auto connects to Orcoda cloud-based system and then are booked on allocated seat for their trips with pickup and drop off times displayed on app

Orcoda booking system manages all bookings and matches client with NDIS or Aged Care funding



Driver rosters, vehicles and Clients matched In Orcoda TMS for planned schedule

Pre-start checklist, safety declaration, schedule breaks, accreditations & notifications for driver

Driver starts route and picks up Clients in accordance with schedule



Text, voice message or pop up sent to Clients and family members on app and email advising of pick up and arrival time



TMS optimizes fleet, driver's schedules/routes & vehicle utilization and sends live manifest to drivers



Clients trip start, family members notified of pick up, drop off and the pickup and drop off on return journey



Driver picks up next Client control centre tracks vehicle movement

ACTA Trial



Trip finishes, Orcoda system auto generates invoices in accounting software via API generates DEX report for NDIS and My Aged Care

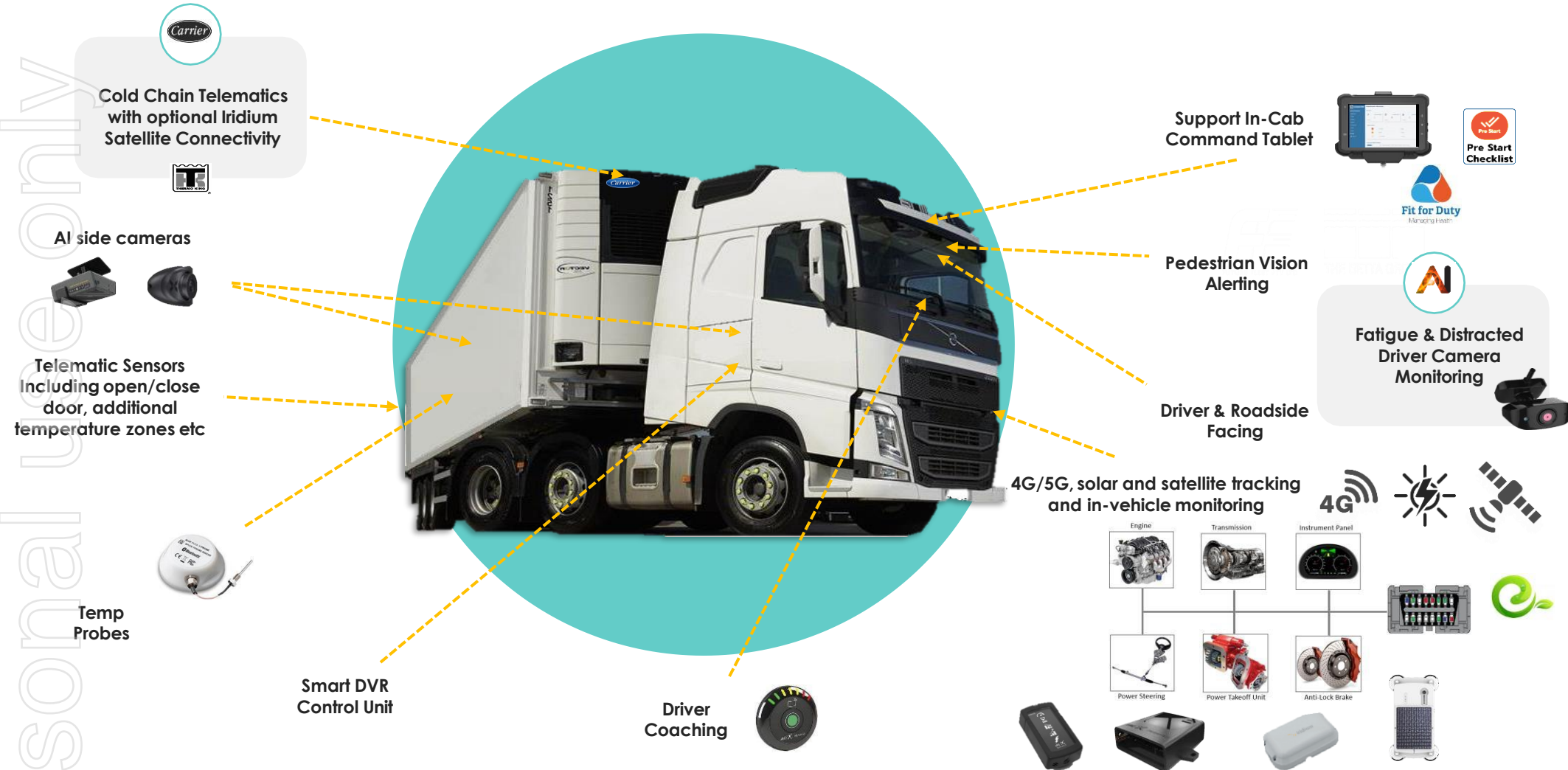
All vehicle telematic devices, in vehicle tablets and smartphones operate with Telstra Sims and plans, Marketing of Orcoda TBS, TMS and telematic devices done by our Channel Partners

Driver behavior tracked and monitored through in vehicle telematics for driver & Client safety, driver updated via Orcoda platform as changes occur during day

Live updates AI optimized in control centre

TELEMATICS: IOT, AI, SATELLITE AND 4G/5G TRACKING SOLUTIONS

Plethora of devices, diverse databases, multiple software programs connect into Orcoda platform



Orcoda Integrates into multiple telematic providers and associated software



TRANSPORT INFRASTRUCTURE: IOT DEVICES, SMART CAMERAS, SMART LIGHTING, TRAFFIC SENSORS, WIRELESS MESH NETWORKS, ELECTRIFICATION

Plethora of devices, diverse databases, multiple software programs connect into Orcoda platform



SMART ROAD, RAIL AND AIR



Orcoda
Integrates
with multiple
providers and
associated
software and
BETTA installs
infrastructure



PLATFORM APPLICATIONS

Leveraging Orcoda's core software platform to develop internal apps and allow external apps to integrate

Customising requirements from specific industries and verticals, Orcoda has developed scalable solutions including end-user facing applications with booking and payments done by users of apps

APPLICATIONS



Efficient and safe transport for health and aged care sectors

Enabling more trips with existing resources. Industry leader!

Optimise distribution and delivery operations

Scheduling with true optimisation for saving time, fuel/co2, labour

Digitise the personnel supply chain for workforce transport

Improve safety and efficiency of workforces

In-vehicle, turn-by-turn navigation for waste collection and designated routes

Auto-complete via geofence. Integrate into enterprise systems

Local Government Authorities where staff share vehicles

Booking, keyless entry, immobilisation, tracking and tolls

Orcoda lite. POD focused with modular features

Lite entry to Orcoda. Integrates with telematics. Simple to use

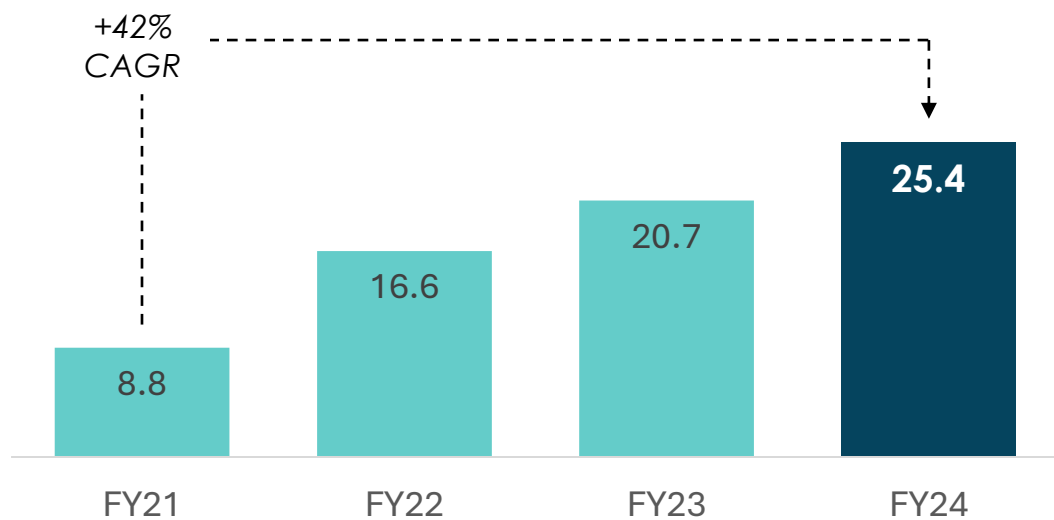
Seat belt bluetooth sensor for buses

Pressure seat sensors, seat belt sensors, driver monitoring, control centre monitoring

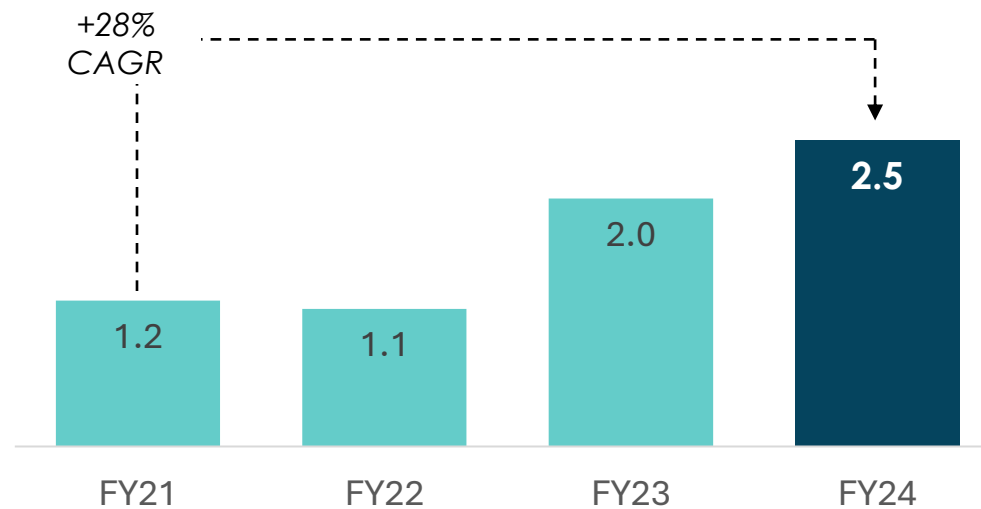
FEATURES

DELIVERING PROFITABLE GROWTH

TOTAL INCOME (\$m)



EBITDA (\$m)



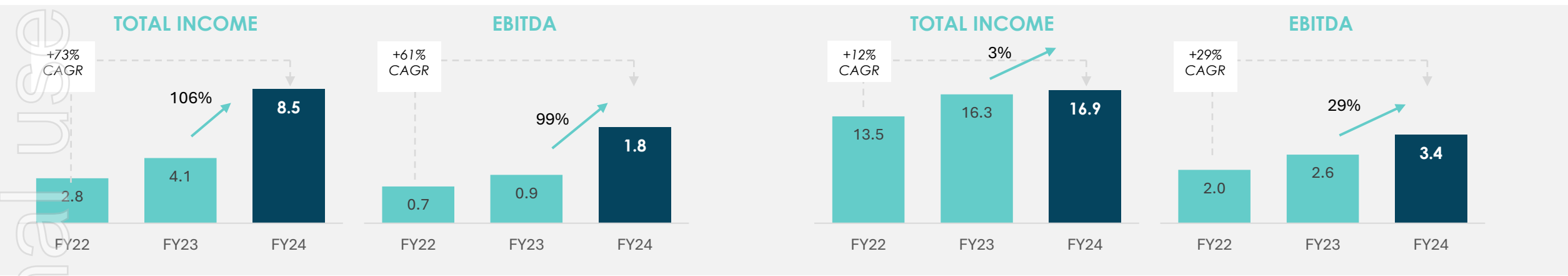
DIVISIONAL PERFORMANCE AND OPERATIONAL HIGHLIGHTS IN FY24

TRANSPORT TECHNOLOGY

- Total ARR increased by \$2.4m to \$6.4m at the end of FY24
- Acquired Future Fleet on 1 July 2023, with significant cross-selling and product integration opportunities
- Successful implementation of large enterprise software contracts
- Strong momentum in the community transport segment, with Orcoda solution chosen for the ACTA trial commenced 1/7/24

INFRASTRUCTURE SERVICES

- Successful execution of large contracts, e.g. \$6.8m Aurizon Newlands RCS signalling contract (largest ever for Betta Group)
- Strong EBITDA margin expansion from 15.9% in FY23 to 19.9% in FY24
- Well positioned for growth with the relocation to a larger site and implementation of job management / financial system integration



SELECTED CUSTOMERS:

STRATEGY PROGRESS AND OUTLOOK

TRANSPORT TECHNOLOGY

- Growing pipeline across its solutions portfolio – transport optimisation and booking SaaS, carpooling SaaS, turn-by-turn navigation SaaS, in-vehicle fleet management solutions
 - Notably, strong momentum in the community transport and carpooling solutions
- Beta testing new technology solutions – SeatCheck (bluetooth seatbelt sensor system) and Fast Mile (a simpler last mile software solution that can be easily integrated with telematic solutions)
- Continue investments in sales & marketing, technology platform, people and working closely with strategic channel partners to drive sales

INFRASTRUCTURE SERVICES

- FY25 may be negatively impacted by one of our large customers reducing its current year work program in preparation of upcoming projects which could push revenue to future years
- Good progress in winning more work from other customers as part of diversification strategy
 - Panel member as preferred contractor for Energy Queensland (Ergon, Energex & Yurika) Smart Cities
 - Panel member as preferred contractor Transport and Main Roads (TMR) Infrastructure Smart Cities
 - Bidding to become a panel member preferred contractor for TMR Digital Smart Cities

ORCODA VALUE PROPOSITION

Orcoda offers a unique and integrated enablement of digital transport thematics



CUSTOMISABLE SOLUTIONS

tailored to growing and diverse customer base to solve complex transport and logistics systems



VERTICALLY INTEGRATED

full-service offering, combining complementary transport infrastructure services and electrification expertise



SCALABLE MODEL

focus on growing software solutions with shorter sales cycle and quicker integration



EXPOSURE TO FAVORABLE END MARKETS

well-positioned to benefit from emerging smart transport corridors and 'smart cities' trends



DIGITAL TRANSFORMATION BENEFICIARY

via a suite of innovative solutions and a robust pipeline of new customers across multiple industries



GROWING RECURRING REVENUE BASE

leveraging power of core proprietary software platform, benefiting from ongoing upsell opportunities



REDUCING CARBON FOOTPRINT

increase efficiency and hence reduce carbon emission of customer vehicle fleets to help them achieve ESG goals



HISTORY OF PROFITABLE GROWTH

strong history of revenue and profitable growth organically and via M&A, with positive operating cash flow generation

CONCLUSION



As cities and major regions around the world initiate AI digital twins for transport, Orcoda is well placed to be a leading provider of seamless AI driven smart city transport solutions, whilst ensuring profitability each step of the way





CONTACT US

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