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ORCODA

FY25 RESULTS PRESENTATION

28 August 2025

Organise Connected Data

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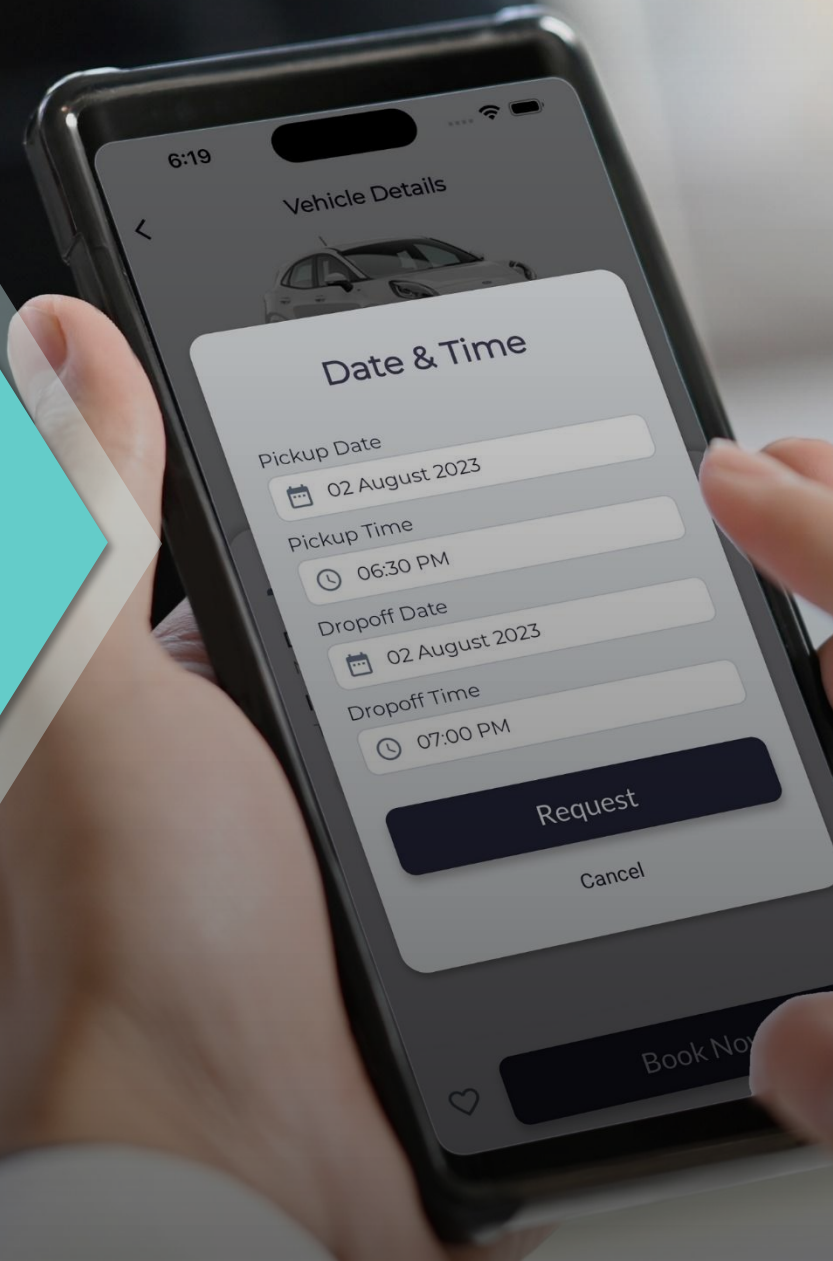
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FY25 Summary and Outlook



FY25 SUMMARY AND OUTLOOK

YEAR IN REVIEW

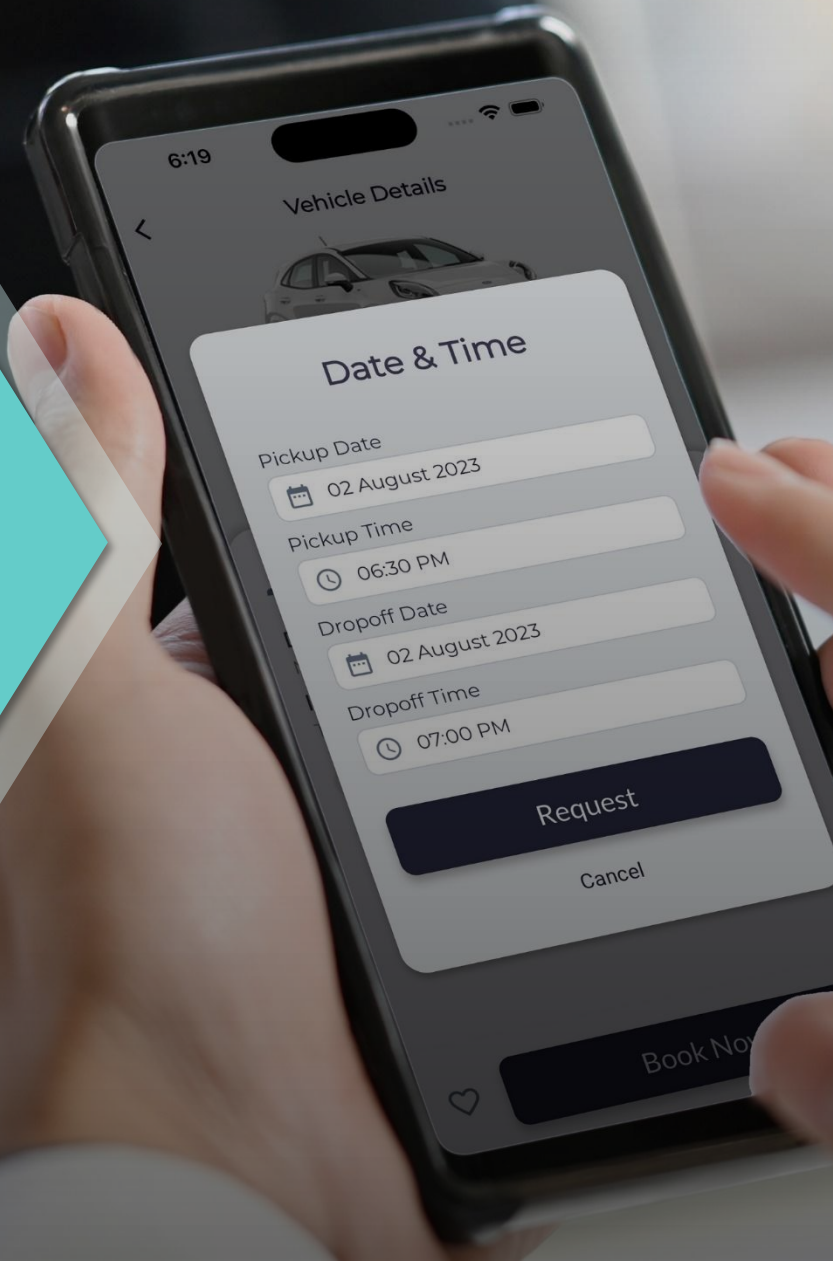
- **FY25 was challenging as a key customer of the The Beta Group (TBG) delayed their works program to FY26, impacting revenue and profitability in the Resource & Infrastructure division.**
- **However, we're back on track with two new contracts signed with that customer with total work with the customer worth \$3 million for first quarter FY26.**
- **The FY25 delay in work proved a blessing in disguise, prompting us to diversify our customer base and significantly reduce customer concentration risk.**
- **The Resource & Infrastructure division successfully onboarded three major customers:**
 1. **EQL (Energex, Ergon, Yurika) now on three panels as a preferred supplier**
 2. **Queensland Rail, we're on one panel as a preferred supplier**
 3. **EPC Solutions, we are now a strategic partner in the mining, oil & gas sectors**
- **Transport Technology division signed 11 new contracts during and resulting from the ACTA trial, taking Annual Recurring Revenue (ARR) to circa \$5m**
- **Transport Technology division delivered \$2m EBITDA for FY25 up 11% on previous year result. Future Fleet delivered \$633k EBITDA for FY25 up 25% on previous year result.**
- **We strengthened our sales team by adding five top tier sales professionals, including a new C suite executive and we rebranded our AI proprietary software as Transport360 and Contractor360 and upgraded our website to improve our market presence.**

OUTLOOK

- **Resource & Infrastructure division now holds \$5.4 million work in hand for first quarter FY26, with a strong pipeline ahead**
- **Transport Technology division anticipates significant ARR growth from new customer sign ups driven by the ACTA trial; timely disclosures will be made as milestones are reached.**
- **Overall, a strong start to Q1 FY26 revenue. We are optimistic about growth prospects for the year ahead and we have renewed our rolling five-year Strategic Plan. The board are confident that the updated plan will guide Orcoda through its next phase of long-term growth.**

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Vision & Strategy



ORCODA VISION & STRATEGY



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



TOMORROW
Orcoda will be a leading provider of seamless AI driven smart transport corridor solutions

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ORCODA SNAPSHOT

ORGANISE CONNECTED DATA



Mission

Enhancing operations and creating value for all stakeholders, through best-in-class innovative integrated technology and service solutions.



What We Do

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



Vision

Building a
connected future



\$23 million

Total Assets



\$5 million

Annual Recurring Revenue
(ARR) up 23% YOY



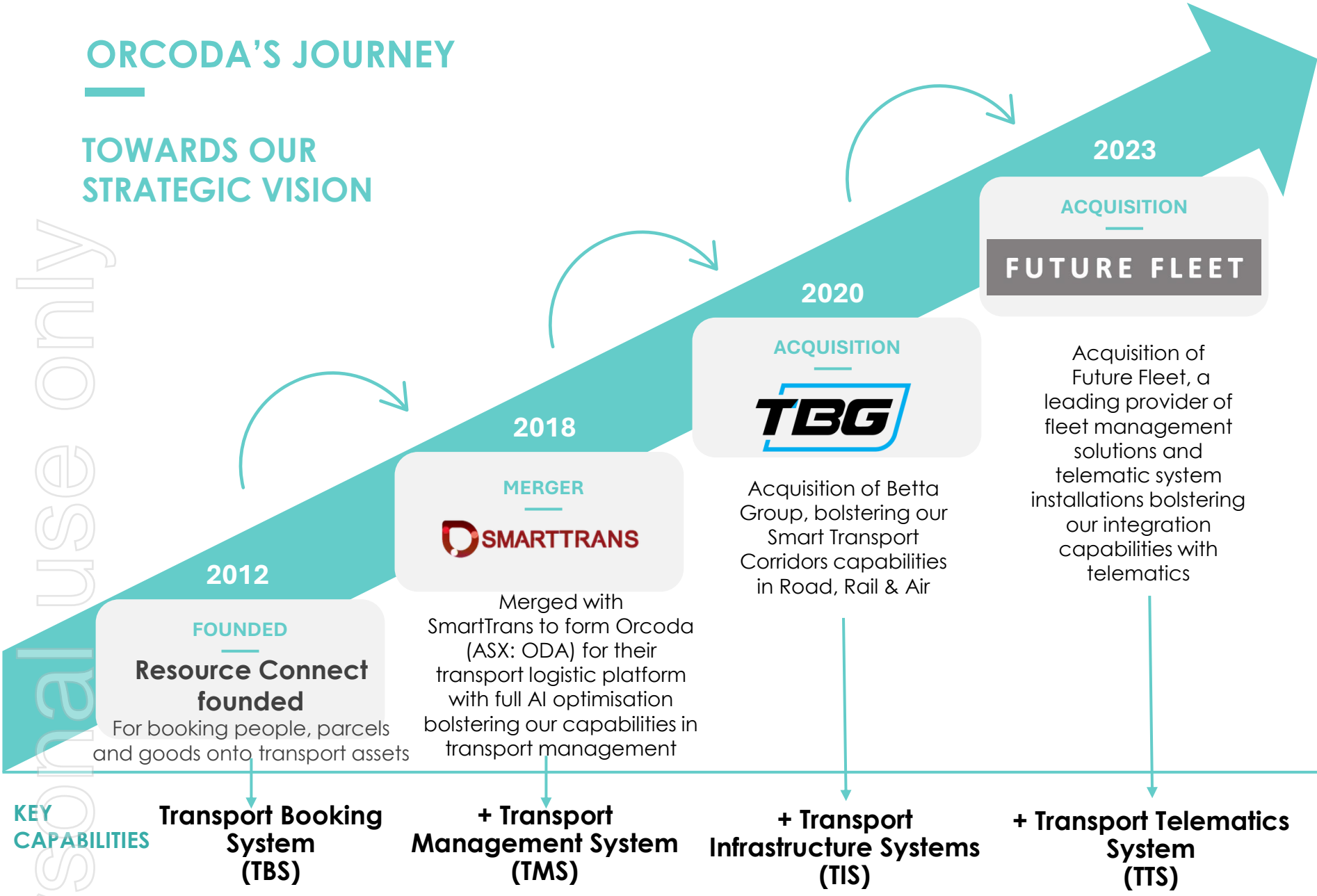
\$3.5 million

Working Capital
Note –includes cash at bank and
unused financial facilities

Note – all above figures are rounded to the nearest million

ORCODA'S JOURNEY

TOWARDS OUR STRATEGIC VISION



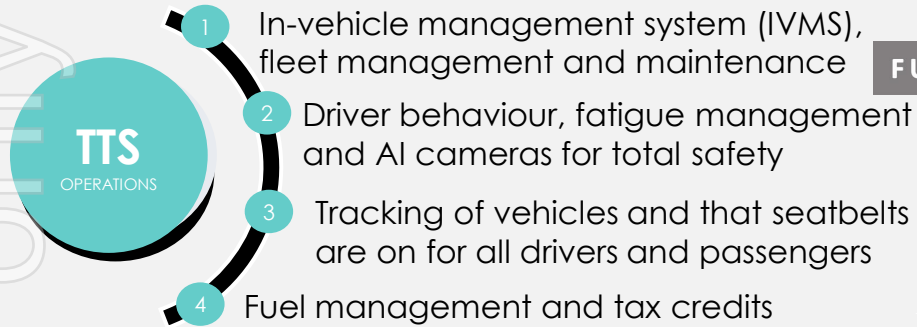
VISION:

To be a leading provider of seamless AI driven smart transport corridor solutions within the total transport ecosystem, where vehicles will communicate with infrastructure (v2i) and infrastructure will communicate with vehicles (i2v) for building a connected future

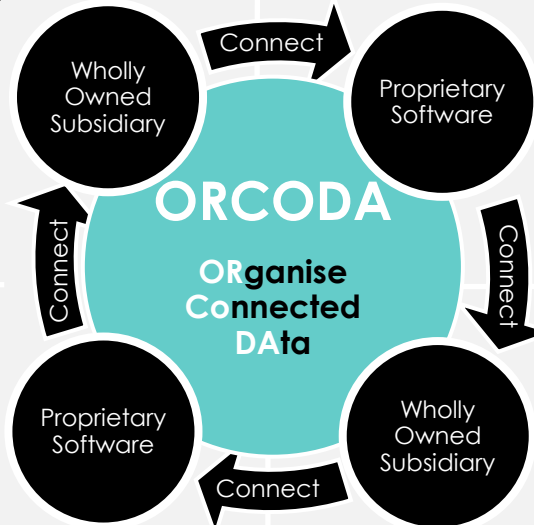
ORCODA INTELLIGENT TRANSPORT MANAGEMENT SYSTEM (ITMS)

INNOVATING THE INTEGRATION AND CONNECTION OF THE TOTAL TRANSPORT ECOSYSTEM

TRANSPORT TELEMATICS SYSTEMS (TTS)



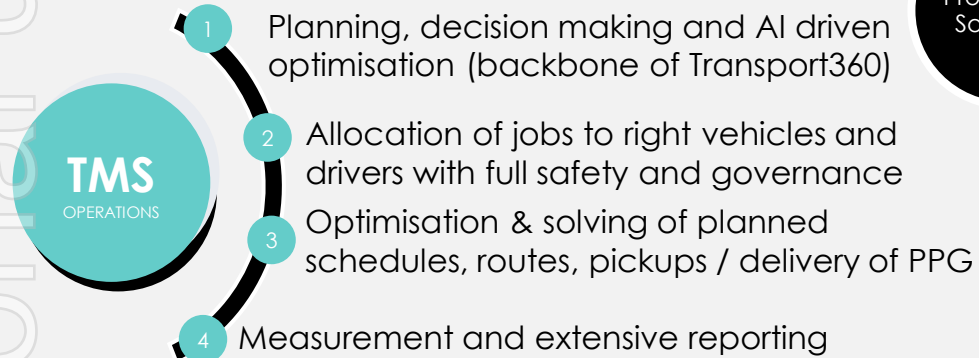
FUTURE FLEET



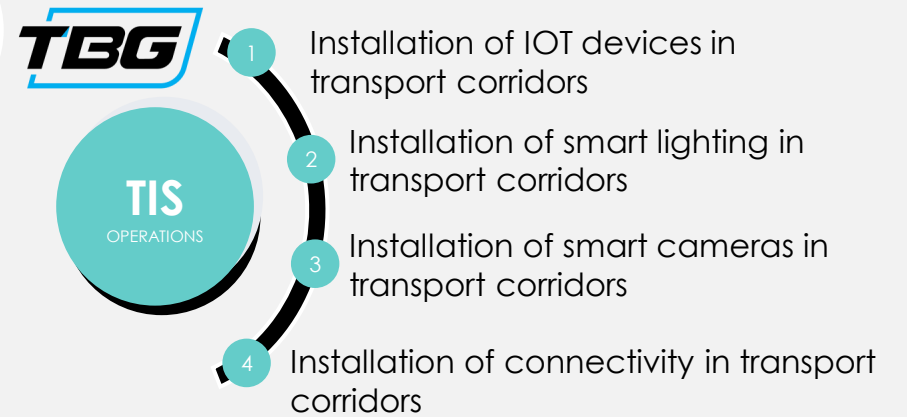
TRANSPORT BOOKING SYSTEMS (TBS)



TRANSPORT MANAGEMENT SYSTEMS (TMS)



TRANSPORT INFRASTRUCTURE SYSTEMS (TIS)

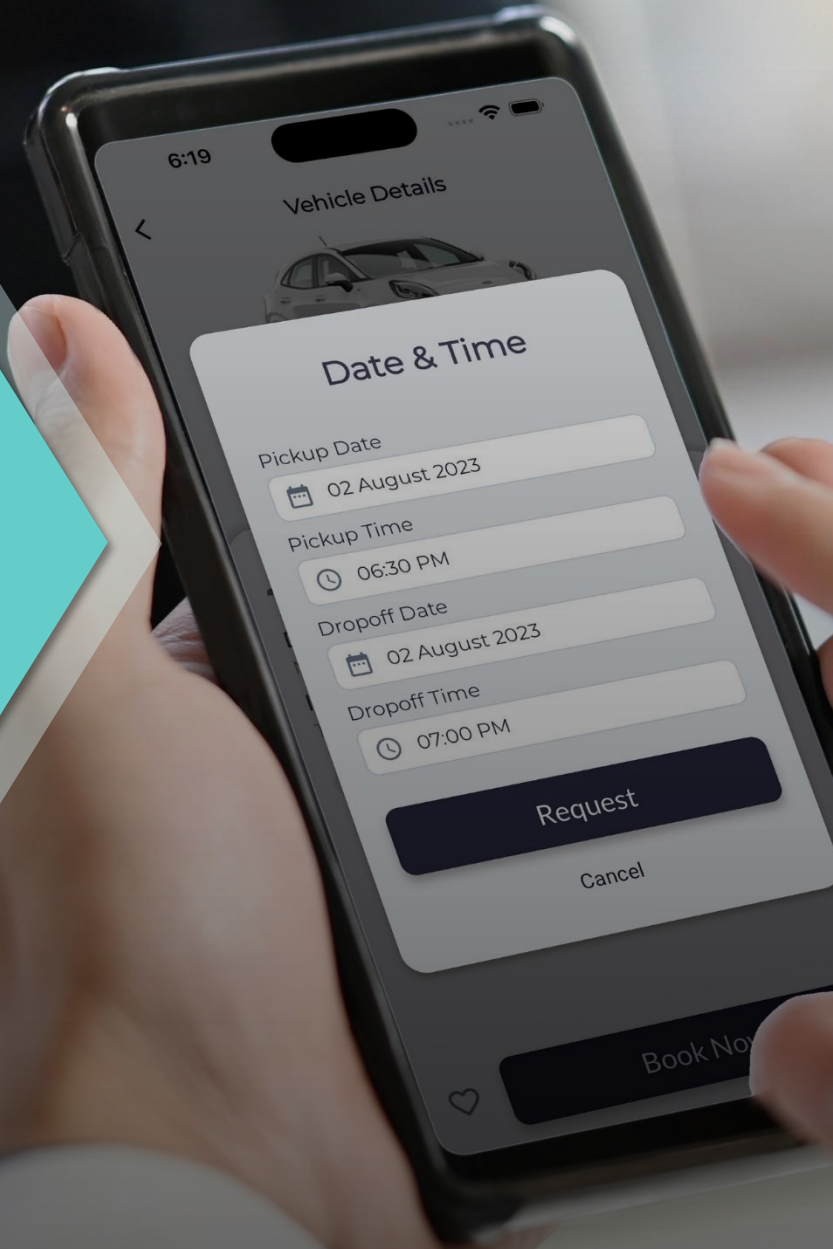


Now
Revenue derived separately from each part of the ecosystem whilst gaining integration experience for the future

Future
AI driven connectivity
Digital Twins
Big Data

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Business Overview



ORCODA OPERATING DIVISIONS

	TRANSPORT TECHNOLOGY	RESOURCE & INFRASTRUCTURE
Description	<ul style="list-style-type: none"> Transport SaaS with proprietary algorithms, fit-for-purpose, built and refined over the past decade In-field fleet management solutions accompanied by subscription services 	<ul style="list-style-type: none"> Transport infrastructure, communications and electrical contracting services Workforce logistics SaaS with US patent
FY25 financial summary ¹	<p>Revenue: \$8.1m (ARR: \$5m)</p> <p>EBITDA \$2.0 million</p>	<p>Revenue: \$9.0m</p> <p>EBITDA \$0.3m</p>
Selected Customer industries	<ul style="list-style-type: none"> Transport Community transport Pathology collection Carpooling Food and goods delivery Municipal waste collection Mining Cold chain logistics Agriculture 	<ul style="list-style-type: none"> Engineering Mining / Energy Government Railroads Infrastructure Utilities
Selected Customers		
Brands		
Selected Strategic Alliances & API connect		

Note - Excludes corporate HQ costs and all figures are rounded.

ORCODA VALUE PROPOSITION

Orcoda offers a unique and integrated enablement of digital transport thematics for the movement of people, parcels & goods



CUSTOMISABLE SOLUTIONS

tailored to growing a diverse customer base to solve complex transport and logistics solutions



VERTICALLY INTEGRATED

full-service offering, combining total transport eco-system including transport infrastructure services and electrification



SCALABLE MODEL

focus on growing software solutions with shorter sales cycle and quicker integration to substantially grow ARR



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 AI driven 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



OPPORTUNITY FOR STRONG GROWTH

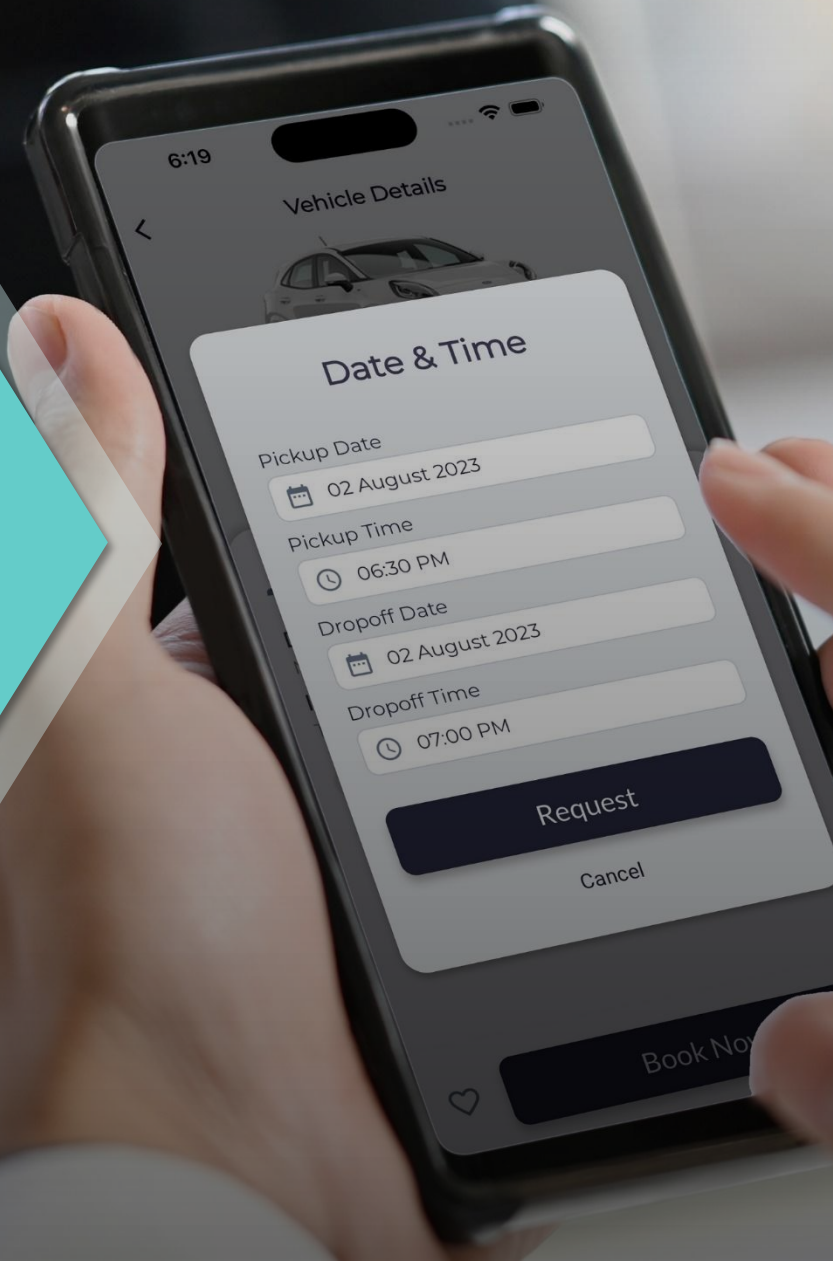
strong opportunity from new sales initiatives in Contractor360 and IT Services to substantially grow Annual Recurring Revenue(ARR)

“TransitCare is proud of the reductions in CO2 emissions we have seen since adopting the Orcoda System. Our case study in Townsville saw one branch save 34.2 tonnes in its first year”

Terry O'Toole, CEO TransitCare

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Operational and Divisional Performance



STRATEGY PROGRESS AND OUTLOOK

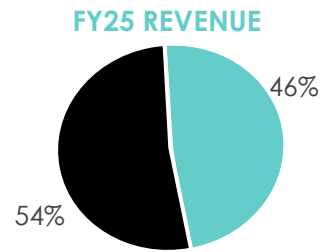
TRANSPORT TECHNOLOGY

- Growing pipeline across its solutions portfolio – transport optimisation and booking SaaS, carpooling SaaS, turn-by-turn navigation SaaS, in-vehicle fleet management solutions
- Strong momentum in the community transport segment after Orcoda completing the Federal Government-funded Australian Community Transport Association (ACTA) trial with strong accolades for the delivery of Dex reporting within its platform for community transport providers
- Finish developing a simpler last mile software solution that can be easily integrated with telematic solutions and will be launching in FY26
- Continued investments in sales & marketing with new sales team, technology platform, people and working closely with strategic channel partners to drive sales and growth in ARR

RESOURCE & INFRASTRUCTURE SERVICES

- Our large customer has recommenced their work program delivering 2 new contracts.
- Selected as a preferred supplier for 2 large blue-chip entities EQL and Queensland Rail
- Partnered with EPC Solutions and put on new sales-persons to launch into the Mining and Energy sectors
- Relunched Contractor360 for workforce logistics in the Mining and Energy segment

DIVISIONAL PERFORMANCE AND OPERATIONAL HIGHLIGHTS



■ Transport Technology ■ Infrastructure Services

TRANSPORT TECHNOLOGY

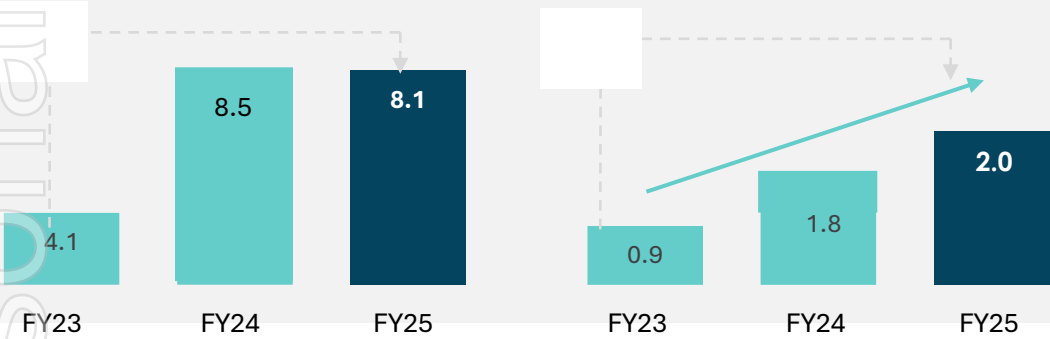
- Total ARR increased from \$4.5m at half year to circa \$5m
- Good case studies from large enterprise software contracts – Northline, Refueling Solutions and other case studies from Local Government Authority and community transport providers (See Appendix)
- Since completion of ACTA trial signed up five new community transport contracts (see ASX announcement 17 July 2025) with others in the pipeline to sign up
- Continual investments in sales, technology platform, systems and process to substantially grow ARR

RESOURCE & INFRASTRUCTURE

- Growth slowed because of a major customer delaying their FY25 works program to FY26 which has since turned around
- Good June result as major customer recommenced their works program in middle of June and other contracts delivered an increase in revenue and a \$120k EBITDA for the month
- Delivered increase in revenue for second half of \$4.6 million against \$4.4 million in first half and turn around occurred in EBITDA in second half to a positive \$500k EBITDA against a loss of (\$200k) EBITDA in first half because of lower overheads
- TBG moved to a larger site and implemented job management / financial system integration, positioning itself for future growth

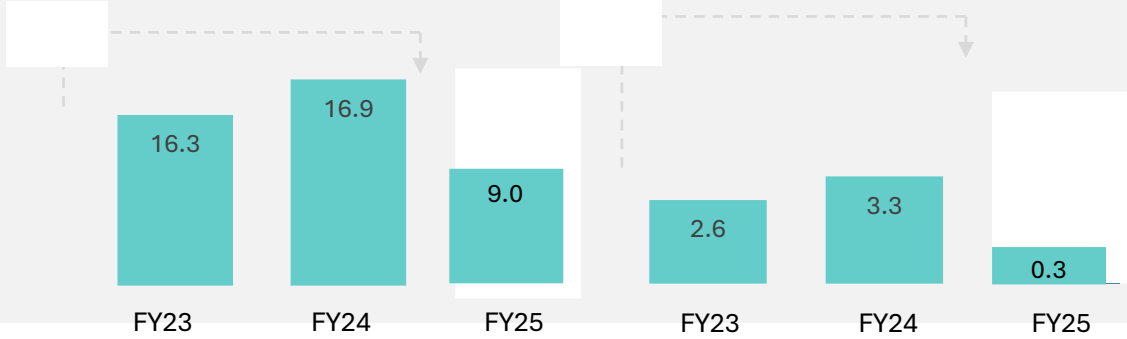
TOTAL INCOME

EBITDA



TOTAL INCOME

EBITDA



Due to rounding, numbers shown on this slide may not add up precisely...

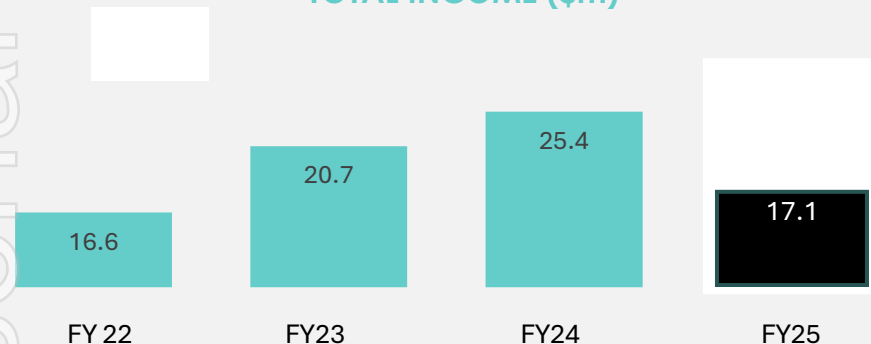


CONSOLIDATED PROFIT & LOSS

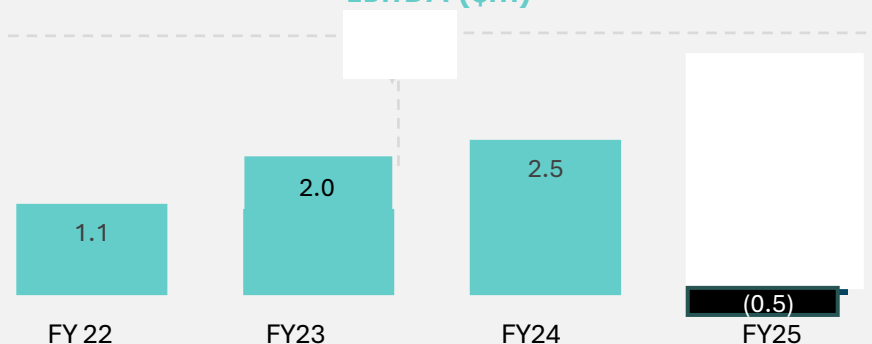
	FY25	FY24
	\$m	\$m
Revenue from operations	16.8	25.1
Other income (incl R&D tax incentive)	0.3	0.4
Total income	17.1	25.4
EBITDA	(0.5)	2.5
Profit after income tax	(2.5)	0.9

- **Revenue** after 4 years of continuous growth, revenue decreased by \$8m YOY, driven down mostly by one of TBG's large customers delaying their FY25 works program until FY26. This has since turned around with that customer now recommencing their works program with two new contracts of circa \$3m issued in last two months. TBG has since reduced the large customer concentration risk by taking on three other large customers.
- **EBITDA**, we recorded our first EBITDA loss of \$0.5m after 4 years of positive EBITDA, this was also mainly attributable to one of our large customers in TBG delaying their FY25 works program to FY26. This customer has now recommenced their works program

TOTAL INCOME (\$m)



EBITDA (\$m)



Due to rounding, numbers on this slide may not add up precisely and percentages may not precisely reflect the absolute figures shown.

CONSOLIDATED BALANCE SHEET

	30-Jun-25	30-Jun-24
	\$m	\$m
ASSETS		
Cash and cash equivalents	2.5	3.7
Trade & other receivables	1.9	2.6
Intangible assets	10.6	10.8
Plant and equipment	5.3	5.7
Net deferred tax assets	0.7	0.3
Other assets	1.9	1.7
Total assets	22.9	24.8
LIABILITIES		
Trade payables	1.1	1.2
Other current payables	1.7	1.4
Financial liabilities	3.0	3.6
Other liabilities	0.6	1.4
Total liabilities	6.4	7.6
Net Assets	16.4	17.3

Due to rounding, numbers shown on this slide may not add up precisely...

CONSOLIDATED CASH FLOW STATEMENT

	FY25	FY24
	\$m	\$m
Operating Activities		
Receipts from customers	19.5	26.6
Payments to suppliers and employees	(20.1)	(24.8)
Other	(0.3)	0.1
Net cash from operating activities	(0.9)	2.0
Investing cashflows	(0.0)	(1.4)
Financing cashflows	(0.3)	(1.4)
Net cashflows	(1.2)	(0.8)
Cash at beginning of period	3.7	4.5
Cash at end of period	2.5	3.7
Unused Finance Facilities	1.0	1.0
Total Working Capital	3.5	4.7

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APPENDIX



BOARD & MANAGEMENT

Board



BRENDAN MASON
Non-Executive Chairman

Chair Rem Committee and Audit Committee
Ex Caterpillar, Cochlear, Boral, Lucent/Bell Labs



GEOFFREY JAMIESON
Managing Director / CFO

Ex Merchant banker, 40+ years' experience as MD or CFO for ASX listed companies' member Audit Committee



PATRICK BODEGRAVEN
Executive Director (CSO)

Brings deep leadership experience in sales, consulting, and digital transformation, with senior executive roles at global organisations including Tata Consultancy Services, Wipro, SAP, Lexmark, and Deloitte. member Rem Committee

Management



SIMON ANTHONISZ
GM Transport Technology

20+ years HR, Personnel Logistics and Transport Logistics experience through technology and business process improvement initiatives



RICK POLZI
MD Future Fleet

20 years with Future Fleet;
Bachelor of Engineering (Electrical)



RAE JEFFREY
GM The Betta Group (TBG)

Ex Ventia Utility Services Central Queensland last 10 years and grew business 4 folds



JESSE DRUMMOND
Chief Technology Officer

Extensive experience in developing enterprise application software and managing cloud solution architecture



MARK AUSTIN
GM Workforce Logistics & IT Services

Mark Austin is an award-winning Senior Executive with over 30 years proven success in driving multimillion-dollar growth in IT sales. Mark's expertise is pivotal in accelerating Orcoda's ARR growth within the Government and Resource Sector

PROPRIETARY SOFTWARE PLATFORM

Orcoda Solutions are powered by the proprietary Transport Logistics (Transport360) and proprietary Booking Platform (Contractor360)

ORCODA Intelligent Transport Management System



Incorporating both Orcoda's Transport Logistics and Booking systems, providing technical solutions for deliveries, collections, people, parcels & goods, in-field transport operations and transport infrastructure solutions as well as connecting on-site management/dispatch with contractors, sub-contractors, suppliers and internal workforces

FEATURES & BENEFITS



Real time data



Visibility of workforce and assets



Driver & GPS Tracking, AI driven route optimisation



Fleet, Staff & Contractor optimisation



Integration with existing systems and ERP



AI driven optimisation of roster, planning & scheduling



Communication and alert systems



Delivery management



Itineraries & accommodation



Patented booking system for transporting mining / oil & gas workforces



Worker profiles and digital transformation



Contract management

TRANSPORT & TECHNOLOGY: CASE STUDIES

TransitCare

Objective

- Improve fleet utilisation
- Reduce costs
- Improve reporting
- Improve customer service

Orcoda Solution

- Optimised routes and scheduling
- Intro of single device in field for live reporting and communication
- Automation of end-of-day reporting
- Aggregation of information

Relationship

- Contract commenced 2019, monthly license fees doubled since inception
- Currently manages ~100 vehicles, ~1,100 trips/day and ~21,000 users



Saved \$1.75m

More efficient use of existing fleet



\$7,560/day saving in lost revenue

Reduction in unallocated jobs



25%+ reduction in empty km travelled



Burnie Brae
community, connection, care

Objective

- Replace manual processes
- Integration with CRM
- Asset tracking and reporting
- Government DEX report automation

Orcoda Solution

- Automated trip scheduling
- Route optimisation
- API Integration - CRM + finance
- Real-time asset tracking
- Automated DEX reports - compliance

Relationship

- Contract commenced 2021 and since renewed for a further 3+yrs
- Monthly license fees
- Just celebrated 40 years in operation
- Servicing 8245+ community members



40% more trips

Per vehicle per day on average



"Greater level of **transparency** that is a benefit to clients, drivers, and office staff."



20% less CO2
~40km less per vehicle per day

TRANSPORT & TECHNOLOGY : OTHER CASE STUDIES

NORTHLINE

- **Transport360***, integrated tech solution for transport and logistics management.
 - Delivered route optimisation to improve planning, efficiency, and fleet management for pickup and delivery operations. Live vehicle tracking, ETAs.
-
- Commenced 2022
 - 3 yr contract
 - Monthly license fees
-
- Reduced fleet size by 10%
 - Improved cost efficiencies by enabling detailed data analysis
 - Visibility over fleet operations
 - Significantly reduced planning time required for scheduling



- **Transport360***, automate and optimise the scheduling of over 40 fuel tankers and 800 daily jobs.
 - Developed a custom booking platform to manage complex orders
 - Driver App for real-time updates
-
- Commenced 2023
 - 3 yr contract
 - Monthly license fees
-
- Improved operational efficiency via seamless, automated scheduling and enhanced time management.
 - Better customer experience by optimising fleet scheduling and utilisation



- **Orcoda Connect*** for customer to manage their fleet bookings
 - Driver KPIs. Optional keyless entry and immobilisation
 - Management portal - real-time data for transparency and accountability
-
- Monthly license fees – limited implementation requirement
 - Contract win (2024) via Teletrac Navman integration
-
- Positive initial customer feedback “The staff love it. They absolutely love that they can be independent. Orcoda is a big win for us.”
 - Strong use case for other councils currently at tender phase

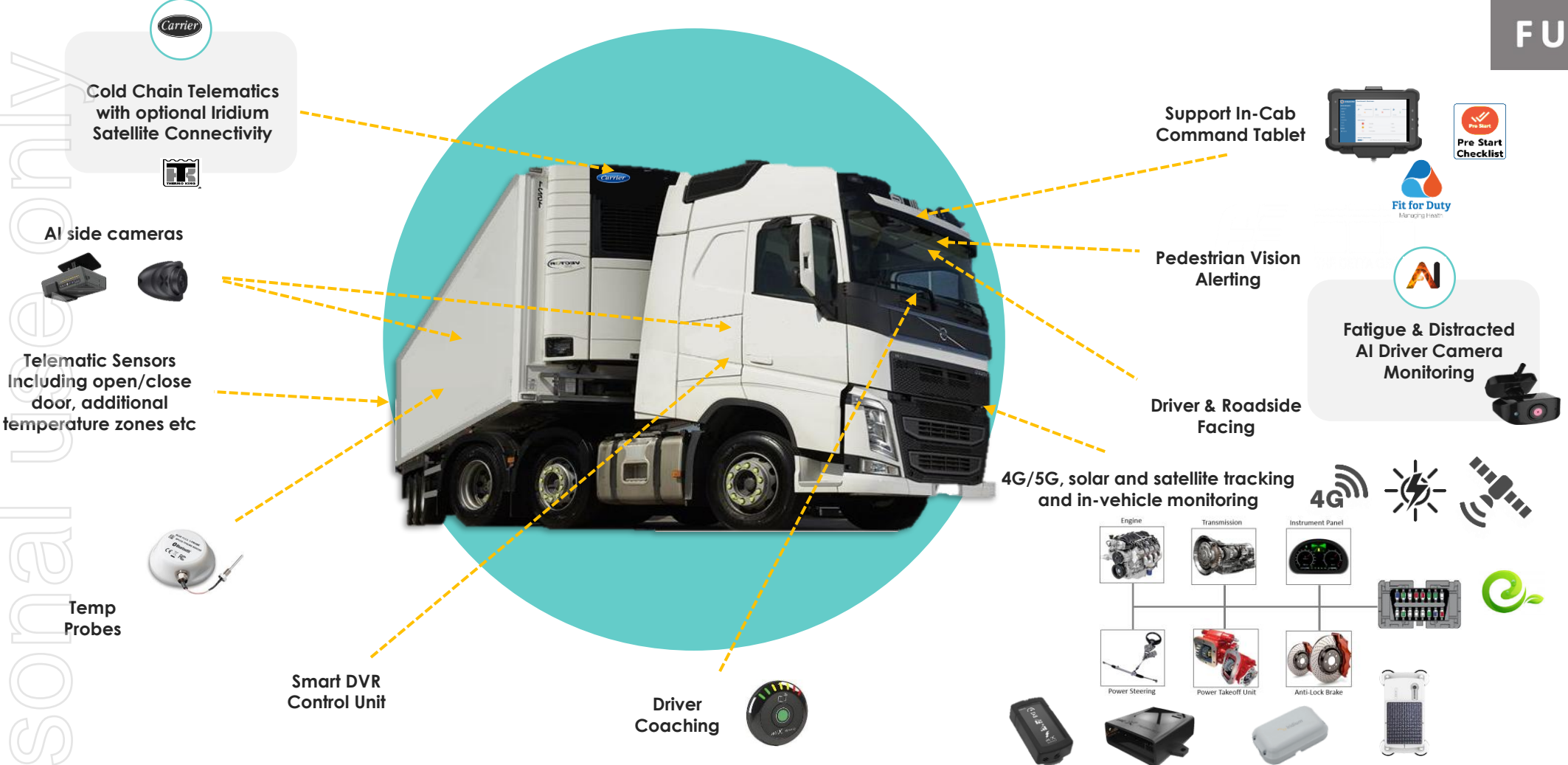
* All solutions powered by the proprietary Transport360 and Orcoda Booking System (OBS) platforms.

TRANSPORT & TECHNOLOGY: IOT, AI, SMART AI CAMERAS, TRACKING SOLUTIONS

Diverse technologies to deliver advanced fleet and asset management solutions across industries

FUTURE FLEET

Personal use only



Integrated with Software Platforms (Subscription Based)

mX | TELEMATICS

Provision of transport infrastructure services and smart transport corridors installation capabilities

Resource & Infrastructure



- Construction and installation of signaling, fibre optic and control infrastructure
- Rail sector



- Installation of remote-controlled signalling at six locations in Newlands (Bowen Basin)
- Contract value: ~\$6.8 million



- Construction and installation of underground telecommunication and distribution networks, power and smart infrastructure, civil works
- Utilities, energy and resources sectors



- Construction of transmission line infrastructure to support electrical and communications infrastructure at Pembroke Olive Downs Complex
- Contract value: ~\$4.1 million



- Installation, rectification and maintenance of complex / smart electrical systems
- Industrial, commercial and domestic sectors



- Delivery and installation of smart LED lighting at Callemondah Rail Yard, as part of Aurizon's energy efficiency implementation program
- Contract value: ~\$0.8 million

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ORCODA

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