

ersonal use only

# Full year results.

**SOCO CORPORATION LTD (ASX:SOC)**

FY2023 FULL YEAR RESULTS PRESENTATION

24 AUGUST 2023

**soco.**<sup>®</sup>

# Agenda.

- Results overview
- About SOCO
- Financial performance
- Outlook

# Results overview

“ FY23 marks SOCO’s 9th consecutive year of revenue growth.”



Kaja. Brisbane Consulting Team.

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REVENUE

**\$19.7m**

DELIGHTING CLIENTS FOR

**9.5 years**

NEW CLIENTS

**27**

OPERATING EBIT

**\$3.3m**

OPERATING EBITDA

**\$3.6m**

FINAL DIVIDEND

**0.5c** per share

**Great Place  
to Work  
Certified**



AUSTRALIAN OFFICES

**Brisbane, Melbourne,  
Perth, Canberra, Sydney**

CASH ON HAND

**\$6.5m**

DEBTOR DAYS

**36.7**

AVERAGE HEADCOUNT

**78 staff**

**Financial  
year  
results** **23**



**SOCO.®**

RESULTS OVERVIEW

Continued  
**strong organic growth**  
across key metrics



FY2023 vs. FY2022

Revenue	Operating EBIT <sup>3</sup>
+46.6%	+32.8%
Growth over PCP <sup>2</sup> to \$19.7m	Growth over PCP to \$3.3m

Operating EBITDA <sup>1</sup>	Underlying NPBT <sup>4</sup>
+31.6%	+34.6%
Growth over PCP to \$3.6m	Growth over PCP to \$3.3m

1. Operating EBITDA is Operating EBIT before depreciation and amortization.  
2. Prior Corresponding Period ("PCP")

3. Operating EBIT is net profit before interest, IPO expense, public company cost, share-based remuneration, and taxes.  
4. Underlying NPBT is NPBT before IPO expense, public company cost, share-based remuneration, and taxes.



Financial year 2023

# milestones and achievements

## Initial Public Offering (IPO)

- Oversubscribed initial public offering
- 73% of employees currently shareholders

## Strategic

- Actively pursuing synergistic acquisitions
- Established team to service clients with artificial intelligence (AI) consulting and associated product development
- Established outbound marketing approach for industry verticals, laying foundation for accelerating client acquisition in FY24

## Great Place to Work

- Retained 'Great Place to Work' accreditation for the second year running

## Operational

- Accreditation of SOCO's management system ISO9001 Quality, ISO27001 Information Security, ISO14001 Environmental and ISO45001 Occupational Health and Safety.



- Established operations and team in Perth.

## Growth

- New project wins, new clients wins, and multiple contract renewals support growth into FY24 and beyond
- Continued successful recruitment to support sustained revenue growth and client acquisition



## ABOUT SOCO

We serve a

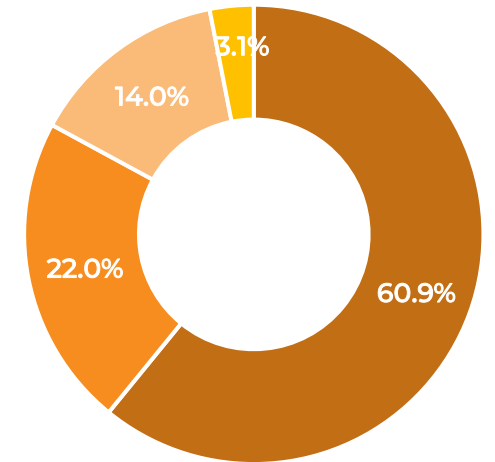
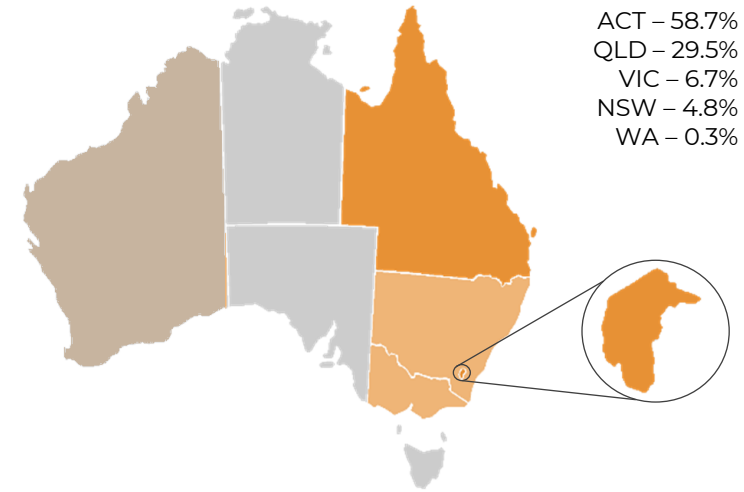
# diverse client pool

spanning different sectors and regions

- ✓ Pre-approved Australian Government Digital Transformation Digital Marketplace panel
- ✓ Diverse mix of clients in full year FY23
- ✓ During FY23, clients consistently expanded and key commercial contracts were awarded
- ✓ 27 new clients delivered \$2.96M (15% of FY23 revenue), including:
  - ✓ 2 new Federal government clients
  - ✓ 5 new Queensland government clients
- ✓ 78 retained clients delivered \$16.8M (85% of FY23 revenue). Clients consistently expand and utilise our services
- ✓ 18 of top 20 clients from FY22 continued in FY23

### FY2023 Revenue

ACT – 58.7%  
QLD – 29.5%  
VIC – 6.7%  
NSW – 4.8%  
WA – 0.3%



- Federal Government
- Corporations
- State & Local Government
- Education & NFP



Shama. Brisbane Consulting Team.

## About SOCO

“Our mission is to elevate our clients, partners, and team to **become the heroes** of their story, standing shoulder-to-shoulder to help make their big ideas real.”



**soco.**<sup>®</sup>



# Executive team & board

Non-Exec  
Chairman



**Tom Stianos**  
**Non-Executive Chairman**

Chair of Xref Ltd (ASX:XF1) and NED of Gale Pacific Ltd (ASX:GAP); former Chair of Empired Ltd (ASX:EPD) and MD of SMS Management & Technology Ltd (ASX: SMX). Tom has over 30 years' experience in the IT and consulting industry.

Executive



**Simon Forth**  
**Chief Executive Officer**

Simon joined SOCO in Q1 FY22, and under his leadership revenue has grown by 2.5x. Simon's previous ASX experience includes CEO, COO, and Executive Director roles.

Non-Exec  
Directors



**Khatiza Brown**  
**Non-Executive Director**

Has over 20 years' experience working as a corporate governance, corporate services and finance executive in Australia and overseas.

Executive



**Steve Parks**  
**Chief Financial Officer & Company Secretary**

Former CFO & Company Secretary for Big River Industries Ltd (ASX:BRI) where he played a key role in the transition from family ownership to IPO in 2017.

Executive  
Director



**Sebastian Rizzo**  
**Executive Director**

Founder and responsible for client relationships. Former CEO of SOCO during which time SOCO achieved sustained growth. Seb has 16 years' technical experience and holds an MBA (Technology).

Executive  
Director



**Tom Rock**  
**Executive Director**

Founder and responsible for Strategy, Brand & Culture. Over 15 years' technical experience in the IT industry including with tier 1 consultancies, large Australian corporates, and government agencies.

## ABOUT SOCO

# Overview of who we are and what we do

- ✓ Founded in 2013, and operating for 9 years
- ✓ Sustained organic annual **revenue growth** with 3-year CAGR of 56%
- ✓ SOCO's consulting teams solve business problems by applying and modernising IT systems to improve business processes
- ✓ Delivers and supports enterprise-grade software solutions built on **Microsoft cloud technology** such as SharePoint, Dynamics, Office 365, Azure, Business Central, and the Power Platform
- ✓ All staff are based in Australia, and many possess **security clearance** for work with federal government agencies
- ✓ Diversified client mix & robust pipeline incl. local, state and federal government, corporate and NFP
- ✓ Microsoft Partner since 2014



## ABOUT SOCO

We deliver the  
**digital transformation**  
promise for our clients



### MODERN WORKPLACE

Collaboration & communication

Improve productivity and employee satisfaction whilst maintaining security and data integrity.



### BUSINESS APPLICATIONS

Integrated and purpose-built

From sales and marketing, through customer service to business optimisation and business process automation.



### OPERATIONS & FINANCE

Finance and ERP solutions

Providing operational flexibility, optimised performance, and actionable insights – locally and across legal jurisdictions.



### DATA AND ANALYTICS

Enabling data-driven decisions

Data is a precious commodity, and unlocking the value in data can deliver insights, actions, and organisational agility & advantage.



### SECURITY & AI

Secure intelligent operations

Harnessing the power of Microsoft's AI and cyber tools to drive innovation, enhance security, and foster intelligent business operations.



## ABOUT SOCO

Who we serve

# our wonderful clients





## Environmental, Social, Governance (ESG)

# Our community impact



### Greenfleet

SOCO is undertaking practical action against climate change by supporting Greenfleet and seeking to offset carbon emissions for each of our team, with a goal to achieve this in FY24. Our team has already started making a positive impact on the environment by planting a tree for every client feedback received.

### Mangrove Housing

SOCO is an active supporter of Mangrove Housing – an organisation committed to making a positive difference in the lives of community members by providing quality housing and support services. In particular, SOCO is an active participant in The Forgotten Women project, which is a unique, grassroots housing initiative for homeless women over 55.



### Indigenous Literacy Foundation

SOCO is a supporter of the Indigenous Literacy Foundation, a charity responding to requests from remote communities for culturally relevant books as well as supporting communities to create and publish their stories in languages of their choice.

### Corporate Governance

SOCO is committed to achieving and maintaining the highest standards of conduct and has implemented initiatives to achieve this objective. SOCO's corporate governance charter is intended to 'institutionalise' good corporate governance and build a culture of best practice both in the group's own internal practices and in its dealings with others.



# Financial performance

Profitable in every year since being founded 9 years ago with strong and consistent organic growth.



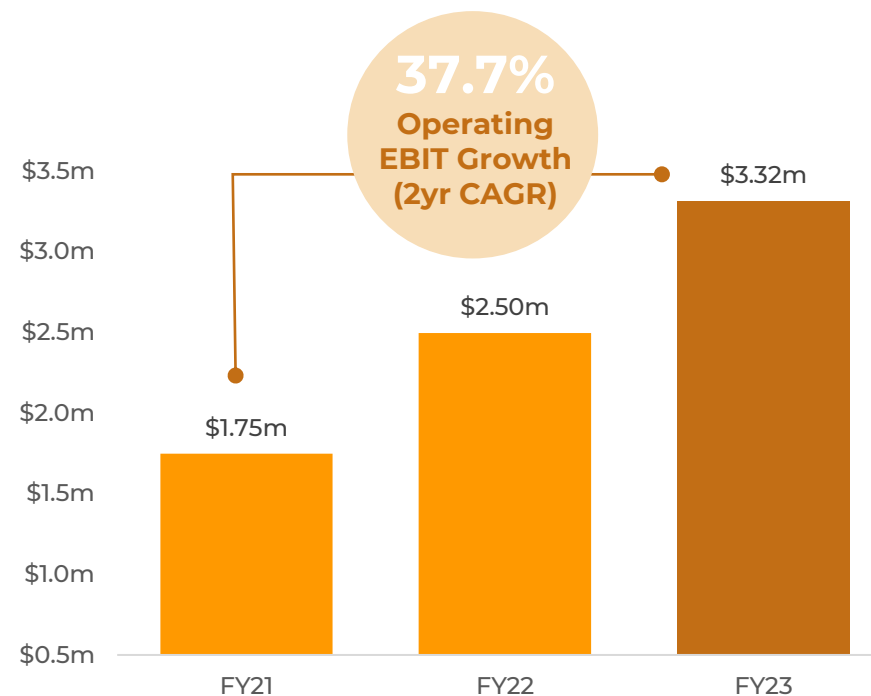
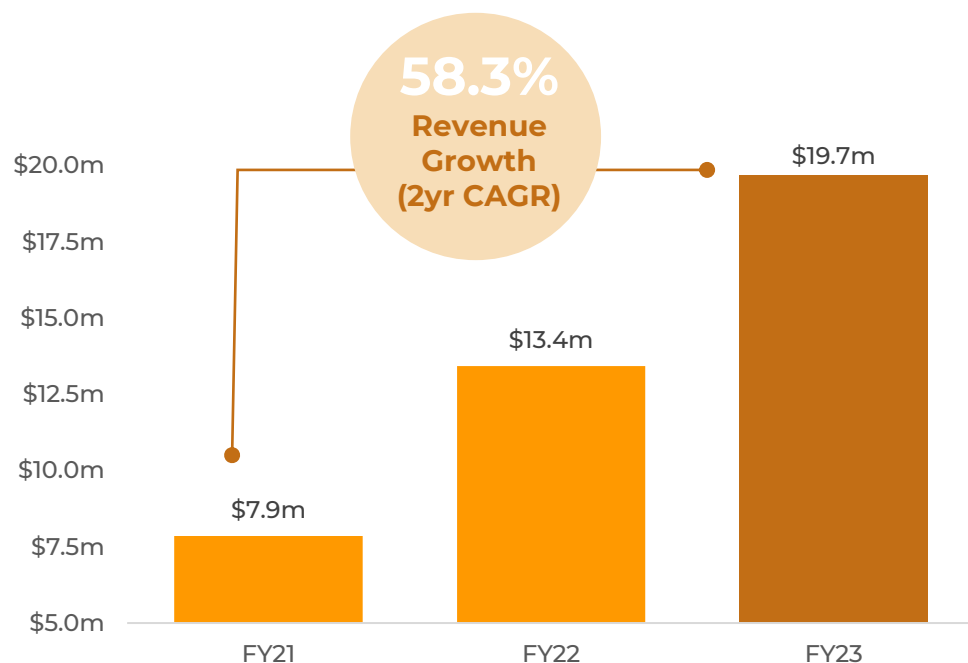
Luke. Melbourne Consulting Team.

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## COMPANY FINANCIALS

We've delivered  
strong financial performance  
with consistency

# strong financial performance



1. Revenue growth is all organic
2. Operating EBIT is net profit before interest, IPO expense, public company cost, share-based remuneration, and taxes

## COMPANY FINANCIALS

We've delivered strong  
**financial results**  
with consistency

- ✓ Strong and profitable organic revenue growth
- ✓ Healthy Operating EBIT<sup>1</sup> margin of 16.8% (FY22: 18.6%)
- ✓ Weighted average number of employees during FY23 was 78 (FY22: 51)
- ✓ Initial Public Offer costs expensed (\$000's):
 

Cash component	699
Non-cash component	200
Share issue transaction costs	899
- ✓ Public company cost for FY23 is for the 7 months since listing

Financial Summary	FY2023 (\$000's)	FY2022 (\$000's)	Change	Prospectus Forecast FY2023 (\$000's)	Change
<b>Revenue</b>	<b>19,693</b>	<b>13,433</b>	<b>46.6%</b>	<b>18,502</b>	<b>6.4%</b>
<b>Operating EBITDA<sup>2</sup></b>	<b>3,616</b>	<b>2,748</b>	<b>31.6%</b>	<b>3,952</b>	<b>-8.5%</b>
Depreciation and amortisation	(301)	(250)	-20.2%	(312)	3.6%
<b>Operating EBIT<sup>1</sup></b>	<b>3,315</b>	<b>2,498</b>	<b>32.8%</b>	<b>3,640</b>	<b>-8.9%</b>
Interest	33	(9)	269.7%	(7)	366.6%
<b>Net profit before income tax and significant items</b>	<b>3,348</b>	<b>2,489</b>	<b>34.6%</b>	<b>3,633</b>	<b>-7.8%</b>
<i>Significant items:</i>					
IPO expense	(899)	-	-	(957)	6.0%
Public company cost	(296)	(55)	-	(289)	-2.3%
Share-based remuneration	(78)	-	-	(289)	73.0%
<b>Net profit before income tax expense</b>	<b>2,075</b>	<b>2,434</b>	<b>-14.7%</b>	<b>2,098</b>	<b>-1.1%</b>
Income tax expense	(593)	(634)	6.5%	(661)	10.3%
<b>Net profit after income tax expense</b>	<b>1,482</b>	<b>1,800</b>	<b>-17.7%</b>	<b>1,437</b>	<b>3.1%</b>
Operating EBIT - % of Revenue	16.8%	18.6%		19.7%	

1. Operating EBIT is net profit before interest, IPO expense, public company cost, share-based remuneration, and taxes

2. Operating EBITDA is Operating EBIT before depreciation and amortization.



# Strong balance sheet

to support continued growth

- ✓ Strong balance sheet with **cash on hand of \$6.5m** and no bank debt provides a balance sheet to support growth initiatives
- ✓ Weighted average **debtor days of 36.7 days** (FY22: 41.1 days)
- ✓ Trade working capital<sup>1</sup> < 5% of annualised revenue
- ✓ Provisions represent employee entitlements (annual and long service leave)
- ✓ Net IPO cash proceeds of \$3.9m (capital raise of \$5.0m less cash costs \$1.1m)

Balance Sheet	30-Jun-2023 (\$'000's)	30-Jun-2022 (\$'000's)
Cash and cash equivalent	6,489	2,807
Trade and other receivables	1,729	1,453
Other assets	356	91
Property, plant and equipment	241	314
Right-of-use assets	102	250
Intangibles	7	7
Deferred tax	413	96
<b>Total assets</b>	<b>9,699</b>	<b>5,018</b>
Trade and other payables	1,206	1,089
Contract liabilities	334	20
Lease liabilities	106	252
Current tax	316	371
Provisions	886	639
<b>Total liabilities</b>	<b>3,210</b>	<b>2,371</b>
<b>Net assets</b>	<b>6,489</b>	<b>2,647</b>
Working capital	5,955	2,195
Trade working capital <sup>1</sup>	545	435

1. Trade working capital is trade and other receivables, other assets, less trade and other payables, and contract liabilities

# Reliable cash flow

- ✓ Cash conversion<sup>2</sup> > 100%
- ✓ Minimal capex, < 1% of revenue
- ✓ Successful IPO oversubscribed raising \$5.0m
- ✓ IPO costs as per table below:

Initial Public Offer costs (\$000's)	Expensed	Recorded against equity	Total IPO Costs
Cash component	699	394	1,093
Non-cash component	200	136	336
Share issue transaction costs	899	530	1,429
Tax expense	(175)	(98)	(273)
Initial Public Offer costs net of tax	724	432	1,156

- ✓ Pre IPO dividend paid<sup>3</sup>
- ✓ FY23 final dividend of 0.5 cps representing 51% of 2H FY23 NPAT (Jan-Jun 2023)
- ✓ Undiluted earnings per share of 1.31 cents

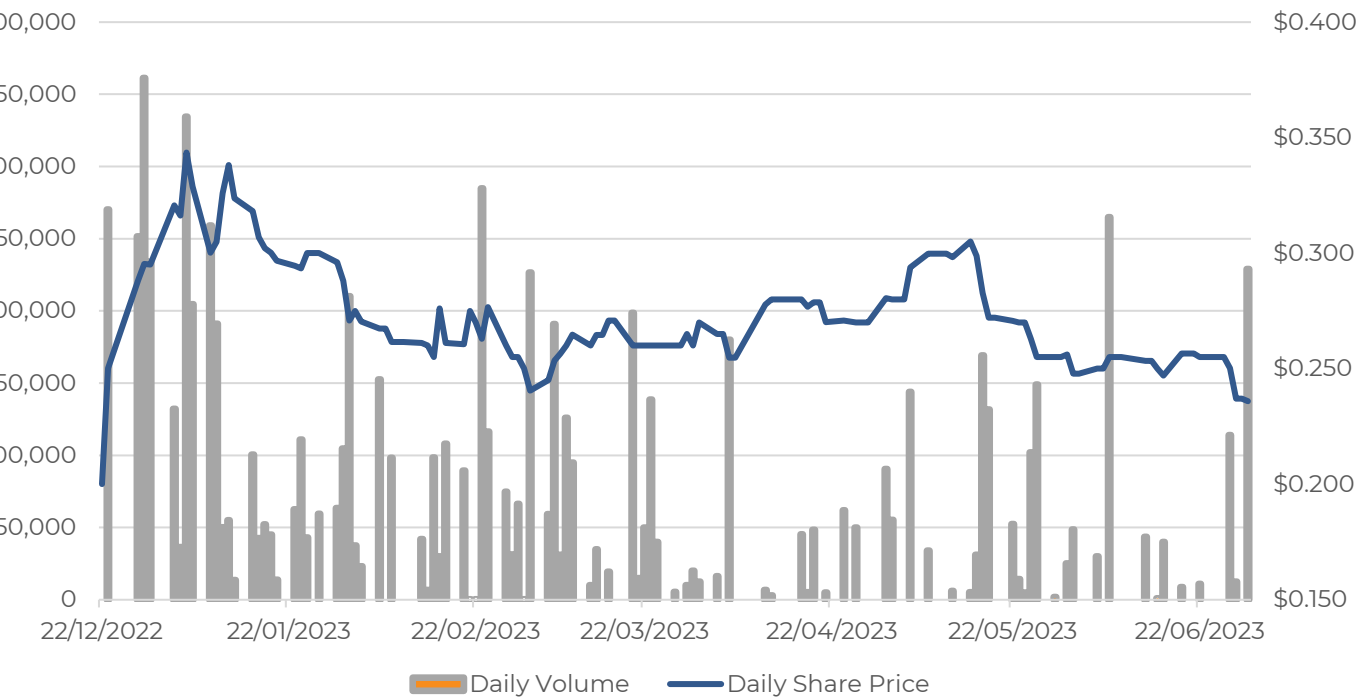
Cash Flow	FY2023 (\$000's)	FY2022 (\$000's)
Receipts from customers	21,701	14,661
Payments to suppliers/employees	(18,134)	(11,111)
<b>OCFBIT &amp; IPO expense<sup>1</sup></b>	<b>3,567</b>	<b>3,550</b>
Share issue costs (expensed)	(699)	-
Net interest received/(paid)	33	-
Income taxes paid	(866)	(858)
<b>Operating cash flow</b>	<b>2,035</b>	<b>2,692</b>
Capital expenditure	(81)	(192)
Security deposit	(25)	-
<b>Investing cash flow</b>	<b>(106)</b>	<b>(192)</b>
Proceeds from issue of shares	5,000	-
Share issue costs (to equity)	(395)	7
Dividends paid <sup>3</sup>	(2,707)	(1,154)
Repayment of lease liabilities	(145)	(125)
<b>Financing cash flow</b>	<b>1,753</b>	<b>(1,272)</b>
<b>Net cash flow</b>	<b>3,682</b>	<b>1,228</b>
<b>Cash conversion<sup>2</sup></b>	<b>110%</b>	<b>129%</b>

1. OCFBIT & IPO expenses is operating cash flow before interest, tax, and share issue costs (expensed)

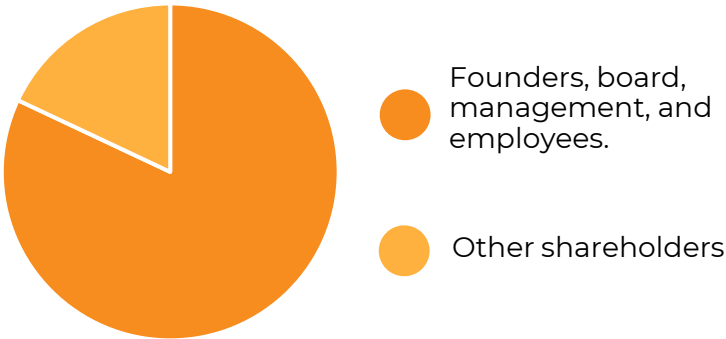
2. Cash conversion is OCFBIT & IPO expenses as a percentage of Operating EBITDA

3. Pre IPO dividend declared of \$3.1m with \$0.4m offset to settle amount owed by entity controlled by a Founding Director (S. Simovic) to SOCO as outlined in the Prospectus.

Highly aligned  
capital structure  
following successful IPO



SHAREHOLDER STRUCTURE



- ✓ IPO in December 2022 was well oversubscribed and resulted in 73% of employees currently<sup>4</sup> being shareholders.
- ✓ > 80% of the register is held by founders, management, board and employees.

Capital structure	
VWAP share price (\$) <sup>1</sup>	\$0.278
Shares on issue (M)	126.3
Options (M)	6.4
Undiluted market capitalisation (M) <sup>2</sup>	\$35.1
Less: Cash (M) <sup>3</sup>	\$6.5
Add: Bank debt (M)	-
Enterprise value (M)	\$28.6

1. VWAP share price since listing to 30 June 2023.  
2. Based on share price and number of shares on issue at 30 June 2023.  
3. Cash on hand at 30 June 2023.  
4. Employee shareholders as at 15 August 2023.



# Outlook

“ We continue to focus on expanding our services, fostering innovation, and investing in our people.”



**soco.**<sup>®</sup>



Momentum continues with  
**strategic pillars**  
for sustained growth

### Organic growth

- Continuing to win contracts through referrals, renewals and successful tenders
- Opportunity to increase outbound client acquisition, with recent hires in both business development and account management

### Inorganic growth

- Actively pursuing synergistic acquisitions that are EPS accretive, and will complement our existing capabilities, accelerate our organic growth through access to new clients/markets.

### Heromaker® focused

- Continued focus on delivering and articulating exceptional client and employment experiences



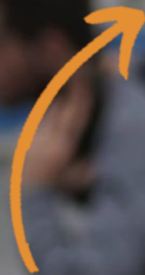
A bright  
**outlook**  
for FY24 and beyond



*After a strong FY23, SOCO is focussed on maintaining momentum in new client acquisition, development of existing clients, along with further expansion of headcount, continued geographic penetration, and expansion of service offerings.*

- ✓ The sales pipeline continues to show strong performance at all stages of the client acquisition journey, and existing clients continue to realise value from SOCO's service offerings.
- ✓ The employment market continues to loosen, which, combined with our price increases and our expanding delivery team, sets a strong foundation to deliver on projects through FY24.
- ✓ With Microsoft's AI offering, Copilot, currently rolling out, SOCO has begun to expand its offering to include AI consulting. Our expanded service offerings in the areas of Azure AI and information security have also been well received by our government clients. We expect our corporate sector clients will also seek to take advantage of our wider range of services.
- ✓ We continue to actively explore synergistic acquisition opportunities that have the potential to complement our existing capabilities.

# Appendix



Steve. Melbourne Consulting Team.

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## APPENDIX

Comparison of prospectus

pro forma EBITDA

To actual pro forma EBITDA

Reconciliation of Prospectus pro forma to Actual pro forma	Pro forma Actual FY23 (\$'000's)	Pro forma Prospectus FY23 (\$'000's)	Change
<b>Revenue</b>	<b>19,693</b>	<b>18,502</b>	<b>6.4%</b>
<b>Gross profit</b>	<b>7,384</b>	<b>7,334</b>	0.7%
Other income	4	6	
Selling expenses	(280)	(380)	26.3%
Employment expenses	(2,887)	(2,433)	(18.7%)
Occupancy expenses	(130)	(152)	14.5%
General expenses	(415)	(373)	(11.3%)
Pro forma public company costs	(690)	(690)	-
<b>Operating expenses</b>	<b>(4,402)</b>	<b>(4,028)</b>	<b>(9.3%)</b>
<b>Pro forma EBITDA</b>	<b>2,986</b>	<b>3,312</b>	<b>(9.8%)</b>
Depreciation and amortisation	(301)	(312)	3.5%
<b>Pro forma EBIT</b>	<b>2,685</b>	<b>3,000</b>	<b>(10.5%)</b>
<i>Reconciliation from pro forma EBITDA to statutory EBITDA:</i>			
<b>Pro forma EBITDA</b>	<b>2,986</b>	<b>3,312</b>	
Public company costs	199	112	
Share based remuneration	117	-	
Employee gift shares	(60)	(50)	
IPO expenses	(899)	(957)	
<b>Statutory EBITDA</b>	<b>2,343</b>	<b>2,417</b>	



## HOW WE WORK

# Small. Packets. Of. Work. delivering results

## Discover.

### A shared understanding of success

SOCO's team of experienced Business Analysts and User Experience Consultants work closely with you to understand the current state, business processes and requirements.

These are then translated into a statement of requirements that form the foundation for all activities, providing a framework for user acceptance testing and traceability to future deliverables.

## Deliver.

### Creating meaningful solutions

Expert at delivering on-time and to budget, the SOCO team will break down the solution into a backlog of prioritised development tasks.

Tasks are then assigned to delivery phases, and sprints, with regular showcases to ensure outputs align with client expectation.

## Design.

### The vision of the future

Once requirements are agreed, our Solution Architects design a solution specifically for your project. A solution architecture is drafted, outlining the desired end state and a roadmap for successful delivery.

This aspect is critical for project success and typically includes functional architecture, process flows, logical architecture, data architecture and visual designs.

## Drive.

### Ensuring ongoing value is delivered

SOCO's Drive phase ensures the success of the solutions we deliver, by accelerating adoption, supporting solutions and facilitating effective change management.

We support and transfer knowledge to the 'business as usual team charged with maintaining the solution on an ongoing basis.

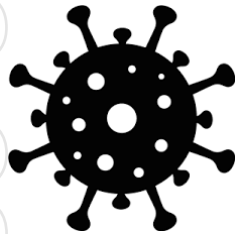


## Proven 4D methodology

Our 4D methodology makes the magic happen – and has been trusted by Australian government agencies and businesses since 2013.

## CASE STUDY

# Some examples of what we do for our clients



With the sudden impact of COVID 19, the agency needed to expedite its Microsoft Teams roll out plan to support their nationally dispersed staff and remove the constraints of desk bound workloads.

1 of 23 projects delivered to this client since 2018



**Australian Government**

### Other projects include

- **Company intranet migration and redevelopment**  
> Keeping staff informed with fresh information  
Technology: SharePoint
- **International Safety Organisation integration**  
> Keeping Australian industry safe and compliant  
Technology: Dynamics and Power Platform
- **Document Catalogue development**  
> Single source of truth for controlled documents  
Technology: .NET and SharePoint

## 1 | **Discover.** A shared understanding of success

### Key objectives:

- Enabling remote work during the pandemic response
- Providing a consistent and reliable solution for conducting online meetings, project collaboration and project status tracking

## 2 | **Design.** The vision of the future

### Key design outputs:

- Teams governance framework
- Teams service delivery model
- A scalable Information architecture design
- Creation of Teams templates for divisions, branches and teams

## 3 | **Deliver.** Making big ideas real

### Key delivery activities:

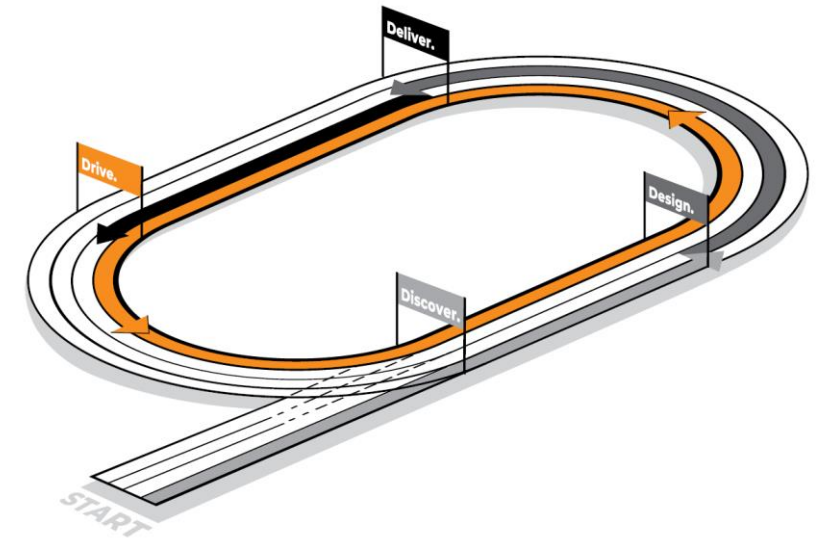
- Effective early-stage WFH
- Quick wins creating Teams demand
- Support \ transition from CISCO and Zoom to Teams
- Train the Trainer workshops
- Develop change management

## 4 | **Drive.** Ensuring ongoing value

### Key value realized:

- Delivered in half the time anticipated.
- Data indicates that collaboration increased substantially
- Leverage enhanced Teams capability such as video conferencing rooms, process automation, and the replacement of legacy telephony.

# Typical digital transformation process



Business  
Problem

- Modernise existing systems, business applications, data systems or ERP
- Pain points with poor operations or business processes
- No single source of truth for controlled documents

Client  
approaches  
market

- Existing relationships
- RFQ/RFI
- Procurement panels
- Website
- Referrals

Our  
engagement

- **Discovery**
  - Current state analysis
  - Workshops, interviews etc.
  - Define scope and requirements
- **Design**
  - High level architecture
  - Solution design
  - Project plan, timelines & costs

Solution

- **Delivery**
  - Build solution, configuration of system, develop code, migrate data, change management, training, documentation
- **Drive**
  - Tech support (help/break/fix), manage patches/updates, continuous improvement

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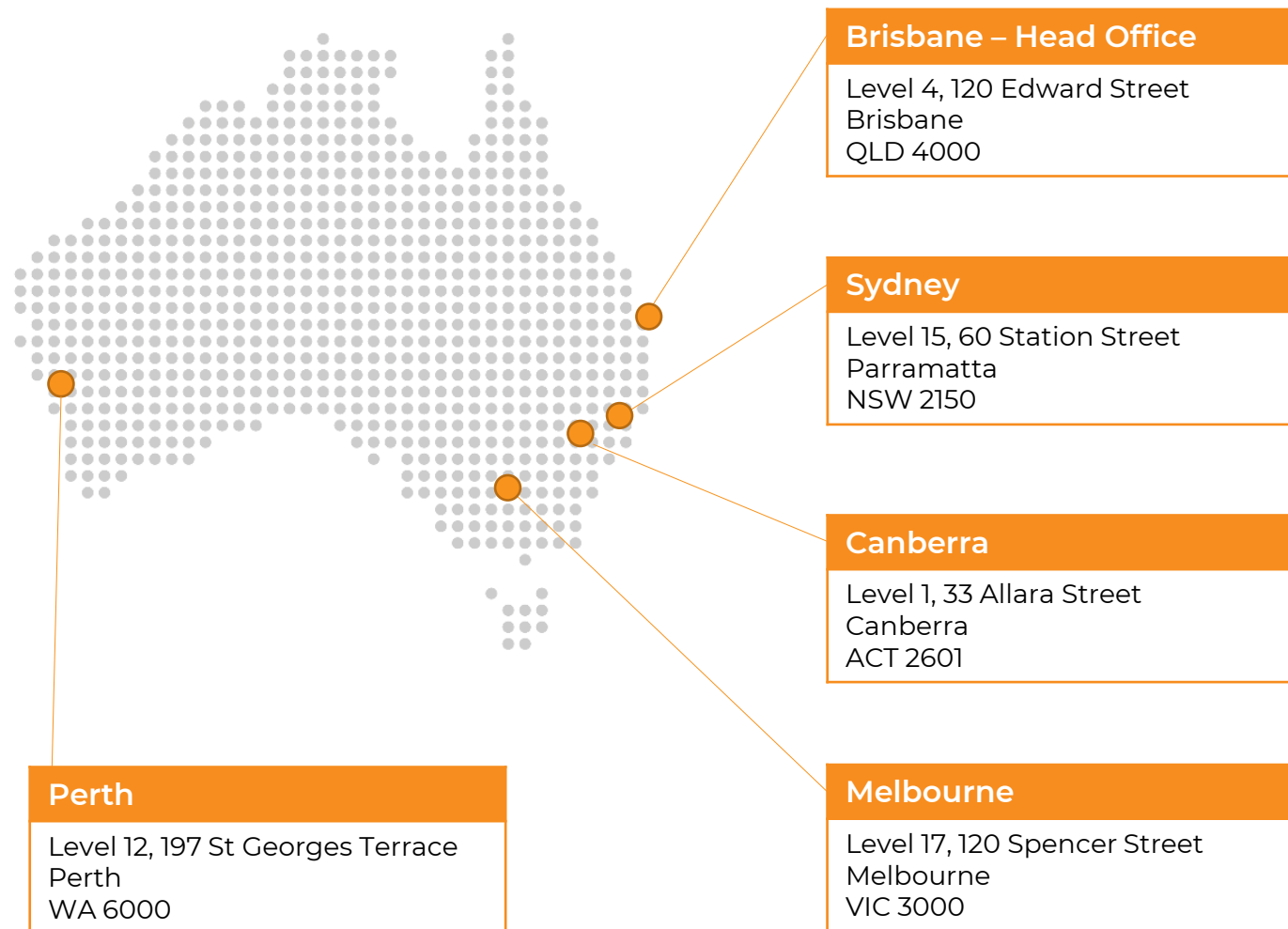
## Simon Forth

Chief Executive Officer  
SOCO Corporation Ltd  
Email: [simon.forth@soco.com.au](mailto:simon.forth@soco.com.au)

## Steve Parks

Chief Financial Officer  
SOCO Corporation Ltd  
Email: [steve.parks@soco.com.au](mailto:steve.parks@soco.com.au)

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Jack. Brisbane Consulting Team.

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