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Annual General Meeting

SOCO CORPORATION LTD (ASX:SOC)

2024 ANNUAL GENERAL MEETING PRESENTATION
30 OCTOBER 2024

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Agenda.

- Chairman's Address
- CEO's Presentation
- Formal Business
- Poll
- General Questions & Discussions

Chairman's Address

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CEO'S Presentation

- Results overview
- Strategic direction
- Market guidance and trading update

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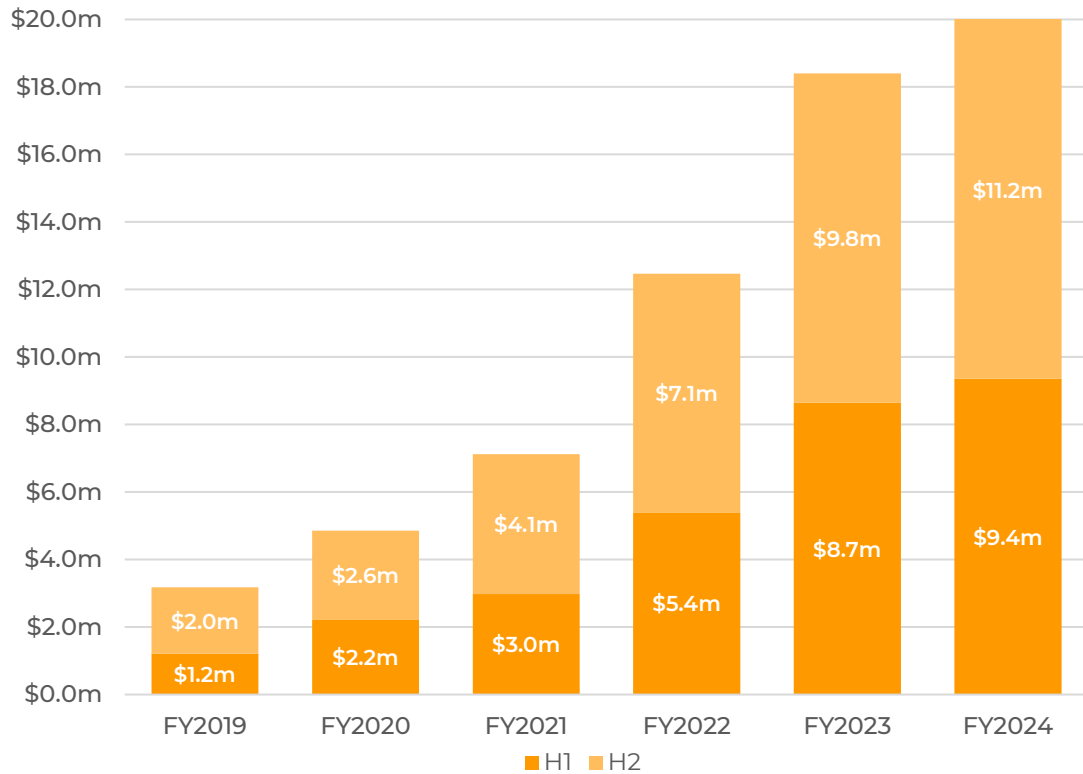
Kaja. Brisbane Consulting Team.

incredible
people delivering meaningful change



RESULTS OVERVIEW

Looking back with a
FY2024 recap



Revenue
\$20.6m
+11.7% growth over PCP ² of \$18.4m

Q4 Operating EBITDA ¹
\$0.8m
On revenue of \$6.2m

Operating EBITDA ¹
\$0.4m
vs PCP ² of \$3.7m

Statutory NPAT
-\$0.5m
vs PCP ² of \$1.5m

1. Operating EBITDA is Operating EBIT before depreciation and amortization.
 2. PCP is prior corresponding period
 3. Operating EBIT is net profit before interest, fair value of contingent consideration, acquisition costs, IPO expense, public company cost, share-based remuneration, and taxes.

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Some key
FY2024 highlights

- ✔ AxSym acquisition yielding results, with joint sales, cross sales and leadership integration into SOCO
- ✔ Positive finish to the year, with Q4 returning to an Operating EBITDA¹ profit
- ✔ 33 new customers, added including within our core, and target markets



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SOCO has a clear strategic direction

Our *choices* are fundamental to our business model, our *planning* focusses on high-priority business change activities required for us to deliver quarter by quarter.

✔ Strategic choices

- ✔ Technology: Continued focus on challenging high value business applications, including Dynamics 365, Microsoft 365, and Microsoft's Generative AI offerings
- ✔ Geographic: Increasing our geographic diversity with more client acquisition outside of ACT/QLD
- ✔ Service Offering: Increasing our industry diversity, combining our know how and IP to capture market niches

✔ Strategic plan for FY25 and beyond

- ✔ Restore profitability and improve margin
- ✔ Rebuild culture and align for growth after a tough year
- ✔ Grow the team to meet the evolving demand
- ✔ Evolve processes and systems to set the organisation up for success



Moving into the

FY2025 market guidance

- ✔ Profitable Operating EBITDA in Q1 FY2025 with revenue similar to Q4 FY2024, noting expected seasonality
- ✔ Forecasted FY2025 revenue growth circa 30%, including a full FY with the AxSym business

FY2025 trading update

Whilst economic conditions are challenging, the Company has already signed work worth \$18m for delivery in FY25.

✔ Signed Work & Pipeline

- ✔ \$18m in signed work for delivery in FY2025
- ✔ Healthy pipeline
- ✔ Sales continuing to convert

✔ Building resilience

- ✔ Expanded sales and marketing capability
- ✔ Execution of targeted sales strategies
- ✔ Diversifying client base and markets

✔ Transaction enablement

- ✔ Building upon Government panel memberships
- ✔ New Local, State, and Federal Gov pre-approved supplier panels

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