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**UNITED STATES  
SECURITIES AND EXCHANGE COMMISSION  
WASHINGTON, D.C. 20549**

**FORM 8-K**

**CURRENT REPORT**

Pursuant to Section 13 or 15(d) of  
the Securities Exchange Act of 1934

Date of Report (Date of earliest event reported): July 20, 2020

**CODA OCTOPUS GROUP, INC.**

(Name of Small Business Issuer in its Charter)

**Delaware**  
(State or other jurisdiction  
of incorporation or organization)

**001-38154**  
(Commission  
File Number)

**34-200-8348**  
(I.R.S. Employer  
Identification Number)

**3300 S Hiawassee Rd., Suite 104-105**  
**Orlando, Florida 32835**  
(Address, Including Zip Code of Principal Executive Offices)

**863-937-8985**  
(Issuer's telephone number)

(Former name or former address, if changed since last report)

Check the appropriate box below if the Form 8-K filing is intended to simultaneously satisfy the filing obligation of the registrant under any of the following provisions (see General Instruction A.2. below):

- ☐ Written communications pursuant to Rule 425 under the Securities Act (17 CFR 230.425)
- ☐ Soliciting material pursuant to Rule 14a-12 under the Exchange Act (17 CFR 240.14a-12)
- ☐ Pre-commencement communications pursuant to Rule 14d-2(b) under the Exchange Act (17 CFR 240.14d-2(b))
- ☐ Pre-commencement communications pursuant to Rule 13e-4(c) under the Exchange Act (17 CFR 240.13e-4(c))

Securities registered pursuant to Section 12(b) of the Act:

Title of each class	Trading Symbol(s)	Name of each exchange on which registered
Common Stock	CODA	Nasdaq

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**Item 7.01 Regulation FD Disclosure**

On July 20, 2020, Coda Octopus Group, Inc. (the “Company”) posted on its website a revised corporate presentation. A copy of the presentation is included as Exhibit 99.1 to this Current Report on Form 8-K and is incorporated herein by reference.

The information in this Current Report on Form 8-K is being furnished under Item 7.01 and shall not be deemed “filed” for the purposes of Section 18 of the Securities Exchange Act of 1934 (the “Exchange Act”), or otherwise subject to the liabilities of such section, nor shall such information be deemed incorporated by reference in any filing under the Securities Act of 1933 or the Exchange Act, except as shall be expressly set forth by specific reference in such a filing.

**Item 9.01 Financial Statements and Exhibits****(d) Exhibits**

The following exhibits are filed with this report:

**Exhibit No. Description**

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99.1 [Corporate Presentation](#)

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## SIGNATURES

Pursuant to the requirements of the Securities Exchange Act of 1934, the Registrant has duly caused this report to be signed on its behalf by the undersigned hereunto duly authorized.

Dated: July 21, 2020

**Coda Octopus Group, Inc.**

By: /s/ Annmarie Gayle  
Chief Executive Officer

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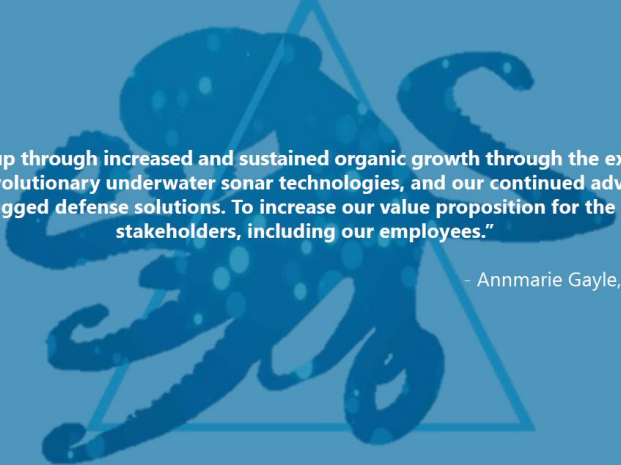


# Forward-Looking Statements



This presentation contains forward-looking statements concerning Coda Octopus Group, Inc. within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. Those forward-looking statements include, without limitation, statements regarding the Company's expectations for the growth of the Company's operations and revenue. Such statements are subject to certain risks and uncertainties, and actual circumstances, events or results may differ materially from those projected in such forward-looking statements. Factors that could cause or contribute to differences include, but are not limited to, customer demand for our products and market prices; the outcome of our ongoing research and developments efforts relating to our products including our patented real-time 3D solutions; our ability to develop the sales force required to achieve our development and other examples of forward looking statement set forth to our Annual Report on Form 10-K for the year ended October 31, 2019 filed with the Securities and Exchange Commission on January 28, 2020. Coda Octopus Group, Inc. does not undertake, and specifically disclaims any obligation to update or revise such statements to reflect new circumstances or unanticipated events as they occur.

# CEO Vision Statement



**"To grow the Group through increased and sustained organic growth through the exploitation of our unique and revolutionary underwater sonar technologies, and our continued advancements in customized rugged defense solutions. To increase our value proposition for the benefit of all stakeholders, including our employees."**

- Annmarie Gayle, Chairman and CEO

# Overview

- Established business with strong pedigree in marine technology and defense engineering:



## Products Business

Market leader in underwater sonar technology. We have the world's only 4D, 5D and 6D sonar capability, being the only sonar generating up to 40 million 3D data points with the ability to see in real time multiple underwater targets from a single sensor.



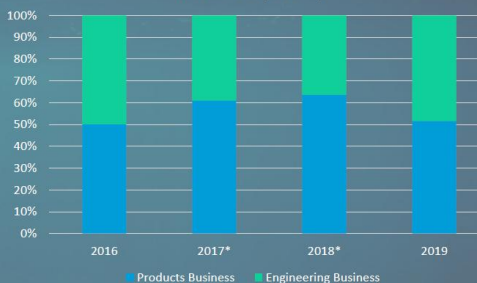
## Engineering Business

Long-established relationships with U.S. and U.K. Primes Defense Contractors, such as Raytheon, Northrop and BAE, with a number of proprietary parts, going back from 30 years ago, for significant programs such as Phalanx CIWS, yielding long-tail recurring and growing revenues.

- Strong culture of IP ownership in products' segment, with the engineering business having sole supplier status for a number of proprietary parts sold into mission-critical integrated defense systems
- Near-term catalysts - Ex. Thermite® Octal, DAVD, and new 5D/6D Echoscope® PIPE sonars for additional growth across both business segments

Coda Octopus Group, Inc.

Revenue by Entity



NASDAQ:CODA		As of July 17, 2020
Market Cap	\$59.457 MM	
Shares Outstanding	10.75 MM	
Public Float	8.43 MM	
% Officers & Directors	**33.1%	

\*2017/18 Engineering Business revenues impacted by delays in appropriation of U.S. defense budget.  
\*\*Includes 2,317,488 shares beneficially owned by the spouse of CODA's CEO/Chairman. She disclaims any beneficial ownership in those shares.

# Financial Snapshot



ANNUAL	FY 2016	FY 2017	FY 2018	FY 2019
Revenues	\$21,118,319	\$18,025,173	\$18,019,429	\$25,056,934
Net Income	\$4,930,548	\$3,339,663	\$3,102,899	\$5,225,199
EBITDA	\$6,348,022	\$4,771,643	\$4,069,175	\$6,253,437
Earnings per share – basic*	\$0.60	\$0.37	\$0.49	\$0.49

\*EPS in 2019 reflects the recording of a tax expense of \$1,007,354 compared to a tax benefit of \$1,754,169 in the 2018 period.

# Revenue by Quarter



\*2017/18 Engineering Business revenues impacted by delays in appropriation of U.S. defense budget.

The slide features a blue background with various marine technology-related images. In the top left, a circuit board is shown with the text 'Product Design & Manufacturing'. In the top right, a robotic arm is shown with the text '24/7 Support and 3D Field Experts'. In the bottom left, a blue ocean surface is shown with the text 'Research Development and Innovation'. In the bottom right, a software interface with a 3D model of a ship is shown with the text 'Software Application and Custom Development'. A central grey box contains the main title 'Marine Technology Business' and subtitle '(Products Business)'. The Coda Octopus Group, Inc. logo is in the top right corner. A small number '7' is in the bottom right corner of the software interface.

**Product Design & Manufacturing**

**24/7 Support and 3D Field Experts**

**Marine Technology Business**  
(Products Business)

**Research Development and Innovation**

**Software Application and Custom Development**

Coda Octopus Group, Inc.

7



# How We Sell

## COTS Products & Engineering Services

### Products

*Commercial off-the-shelf (COTS) product sales occur primarily through two channels:*

- **Direct Sales:** Most sales occur through our Sales teams in both the U.S. and U.K.
- **Agents:** We also use a wide network of third party agents to expand our reach around the world

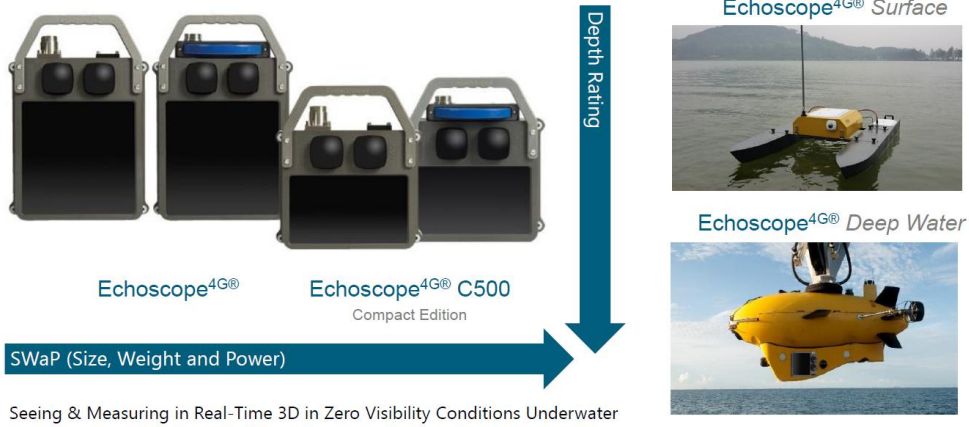
### Services

*Our engineering services are primarily sold through:*

- **Prime Partnerships:** We benefit from the small business allowance through our strategic relationships with primes such as Northrop Grumman, Raytheon, etc.

# Echoscope<sup>4G</sup><sup>®</sup> Family of Volumetric Sonars

Visualization & Mapping for Widest Range of Applications



# Echoscope® Family of Volumetric Sonars

Continuation of Echoscope® Series

## Echoscope<sup>4G</sup>®

### Hardware

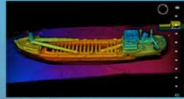
4G Lightweight Housing

### Processing Engine

3rd Generation  
Processing Engine



16,384  
Points of Data



## Echoscope® PIPE

### Hardware

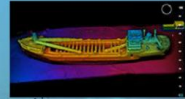
4G Lightweight Housing

### Processing Engine

Brand New  
Processing Engine



40 Million  
Points of Data



# Coda Real-Time 3D Technology

Sample Echoscope® Project ROI Snapshots

**200**

Blocks placed  
per day

Van Oord  
Port Construction Project

Placement of 24,000 CORE-LOC  
Armour Units  
Record Production Rates

Cost Saving: Priceless  
Duration: 1-2 Years

**76**

Sleepers placed  
per day

ZADCO  
Sleeper Placement

Was: 4 sleepers placed in 12 hours  
Now: 76 sleepers placed in  
24 hour shifts

Productivity: > 3,000%  
Cost Saving: > \$3 million  
Duration: 3-6 months

**0**

Visibility  
Conditions

UTEC  
Oilfield Development

Zero Visibility Conditions

Productivity: > 100%  
Cost Saving: Priceless  
Duration: 3 months

**\$1M**

In cost savings

DEME  
Rock Dumping

Zero Visibility and Accurate  
Placement Required

Productivity: > 100%  
Cost Saving: > \$1 million  
Duration: 6 days

**>100%**

Productivity rates

Technip/Shell

Echoscope used in Zero Visibility  
Saved significant NPT

Productivity: > 100%  
Cost Saving: > \$2 million  
Duration: 6 months

# 3D Product Line

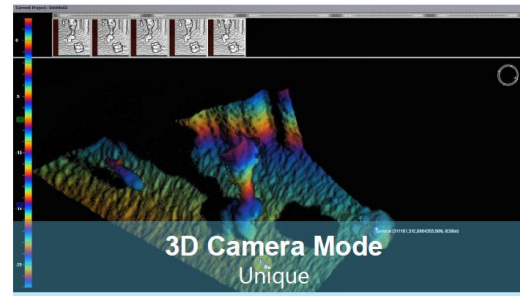
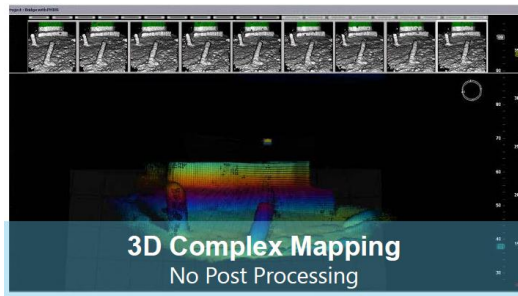
Competing Technology is No Comparison

 <p>Pelican Island Causeway, Galveston TX</p> <p><b>Echoscope® 3D Real-Time Imaging Sonar</b></p> <p>Real-Time 3D Imaging <b>AND</b> Real-Time Mapping – see the shadows disappear! Client deliverables complete in 54 seconds...</p>	<p><b>3D Multibeam</b></p> <p>Produces static map after hours or days of processing NO Real-Time image</p>	
	<p><b>2D Scanning Sonar</b></p> <p>Produces static map after hours or days of processing NO Real-Time image</p>	
	<p><b>2D Imaging Sonar</b></p> <p>Produces 2D real-time image with no depths and NO Mapping</p>	

## 3D Product Line

*What is the key USP?*

Single **S**ensor, Multiple **P**arallel **P**rocessing **A**pplication, for **V**ision,  
**M**apping and **M**easurement



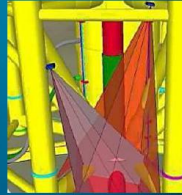
World's most **d**iverse, **f**unctional and **c**apable 3D sonar solution...

# 3D Product Line

*Delivering on Everyday Challenges Subsea*

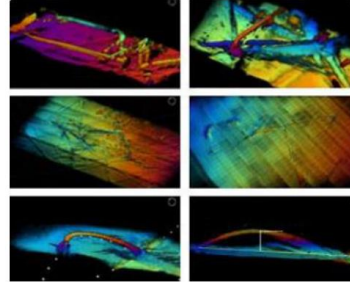


## Complex Asset Placement – Alaska Monopod Installation



- Four Echoscopes® used to provide real-time visualization of landing site and control stabilization for crane operators
- Software 'models' provided real-time indication of distance and alignment with landing interface
- Conventional placement and positioning methods ineffective

## Oilfield Disaster Recovery



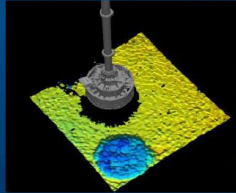
- Survey and mapping of complex 3D 'Tendons' enabling fast and effective removal
- Conventional methods ineffective and displaced

# 3D Product Line

*Delivering on Everyday Challenges Subsea*



## Mineral Mining - Diamonds



- Operator can "see" exactly where each cut has taken place
- No overlapping of cuts
- Significant productivity benefit

## Marine Construction - Breakwaters



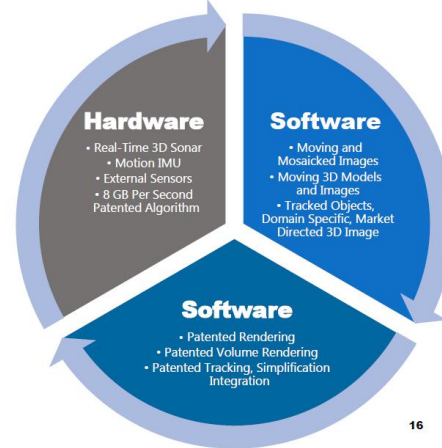
- Echoscope® is the No. 1 preferred solution for subsea placement
- Crane operator can "see" and "track" and "place" the moving block underwater
- Complete scene awareness for operators, engineers and owners
- Construction deliverable sign off using our technology

## Strong Culture of IP

### Total Product Package

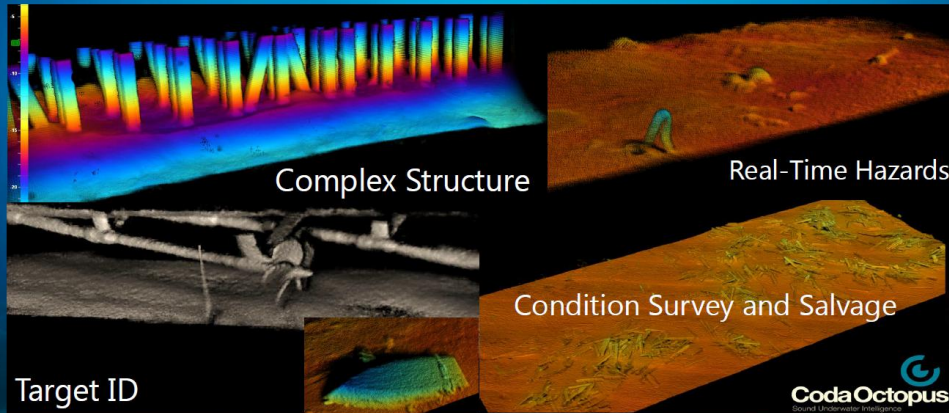
- Multiple patents pending pertaining to recent technology innovations, such as 5D and 6D Echoscope® PIPE
- Patents cover the spectrum of software and hardware capabilities of Coda Octopus Group's unique real-time 3D technology
- Proprietary hardware and software are the complete system; components do not function independently
- Further de-risked by trade-secret optimization techniques

UPSTO No.	Patent Title
7,466,628	Method of constructing mathematical representations of objects from reflected sonar signals
7,489,592	Patch test for 3D sonar data
7,898,902	Method of representation of sonar images
8,059,486	Method of rendering volume representation of sonar images
8,854,920	Volume rendering of 3D sonar data
9,019,795	Method of object tracking using sonar imaging
10,088,566	Object Tracking using sonar imaging
10,718,865	Method of compressing beamforming sonar data
JP Patent No.	
5565964	Method of underwater drilling/levelling by a machine-construction device
5565957	Method of construction management by a 3-dimensional sonar device



# Defense Applications



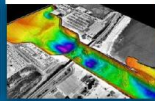
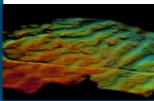





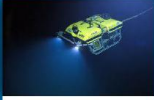
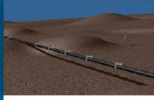

*Real-Time 3D Decision Making*



# Commercial Applications

*Marine Products Business*

Marine and Port Construction, Renewables,  
Research, Educational Institutions, and Oil and Gas

<b>Dive Inspection Support</b>	<b>Port Construction</b>	<b>Channel Clearance</b>	<b>Complex Survey</b>	<b>Subsea Intervention</b>	<b>Completions &amp; Tie Back</b>
					
<b>Asset Inspection</b>	<b>Recovery &amp; Salvage</b>	<b>Dredging &amp; Rock Dumping</b>	<b>ROV Navigation Zero Visibility</b>	<b>Pipeline Survey &amp; Leak ID</b>	<b>Placement &amp; Landing</b>
					

# Customers

## Marine Products Business

**Military & Defense**  
Including 40 US Ports &  
Enforcement Bodies



**End User Customers**



**Service Providers**

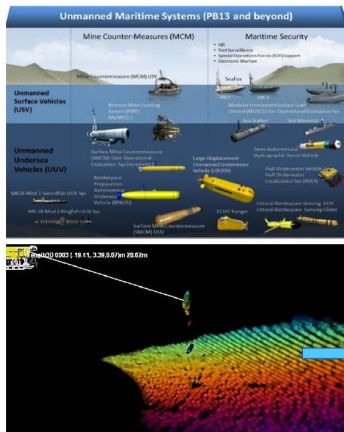


**Additional**

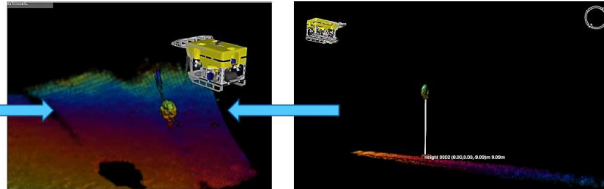


# 3D Real-Time Echoscope® Technology Advantage

## Real-Time Underwater Decision Making



- Removes **man out of the loop**, thus **reducing costs** significantly and **increasing repeatability** of common tasks
- Enhances Safety, again by removing **man out of the loop**
- Facilitates near impossible missions without **risking lives**
- Provides the vehicle for **mapping** the ocean floor (far and wide)



# Key Growth Market

*Defense, Navy Activities, Law Enforcement and Coast Guards*

- Search & Rescue and Recovery Missions
- Asset Identification & Reacquisition
- See & Identify Targets and Hazards
- Record & Map to gather intelligence and analyze threats & hazards, before committing higher value assets
- Real-Time Surveillance
- Ship Hull Scanning



Unique technology to manage in real-time subsea threats

- Obstacle Avoidance for manned & unmanned missions
- Route Clearance Survey for foreign ports
- Mine & Threat location & identification
- Front end threat identification – landings, special forces incursion
- Port & Harbour Security
- Diving Applications



# Real-Time 3D Imaging in Navy and Defense Applications

## Strategic Development and Partnerships

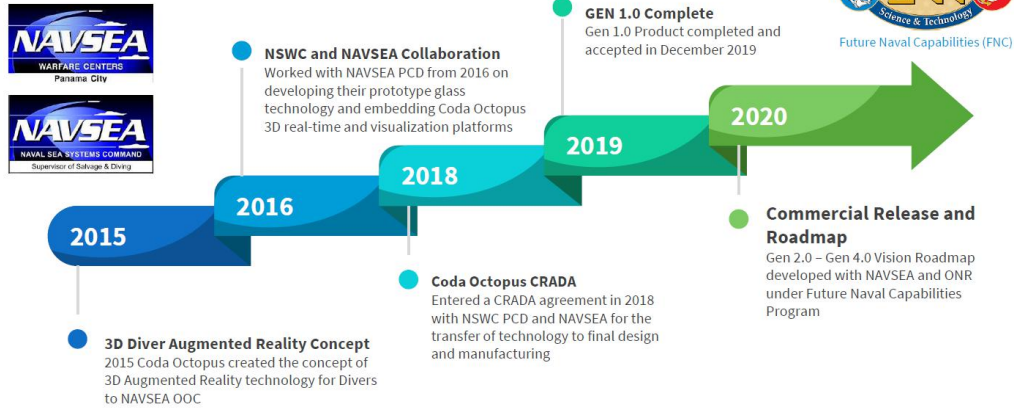
Momentum has grown significantly within the U.S. Navy community for CODA's industry-leading, real-time technology. The following groups are actively funding development, trials or purchases of Coda Octopus Echoscope® technology:

- Swimmer Delivery Vehicles
- Mine Counter Measures
- Ship Hull Inspection
- Salvage and Diver Support
- Critical Asset Inspection
- Real-Time Threat Detection



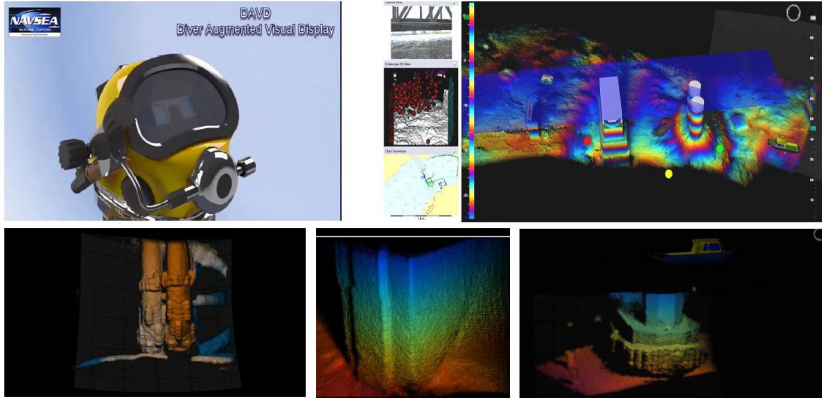
# Project & Technology Outline

## Diver Augmented Vision Display (DAVD) Project Timeline



# About the DAVD

## DAVD Applications



# About the DAVD

## DAVD Applications



Comms Penetrator –  
*Custom Kirby Morgan Part*  
with Fischer Connector

DPP – Proposed Mounting  
Location

DPP – Umbilical Main Line  
Connection



# About the DAVD

## Diver Augmented Vision Display System



### LOCATION

Provide the Location of the Diver, the Diver Stage and Work Site and any hazards



### VISIBILITY

Enhance the Diver experience with real-time Augmented and Mixed Reality scene awareness



### COMMUNICATION

Communicate with rapid TEXT messaging for instruction, guidance and acknowledgement



### SAFETY

Diver and Supervisor visually synchronized and can coordinate movement, tasks and health status



### DATA

Diver and Supervisor can share and access all project technical and visual data in real-time

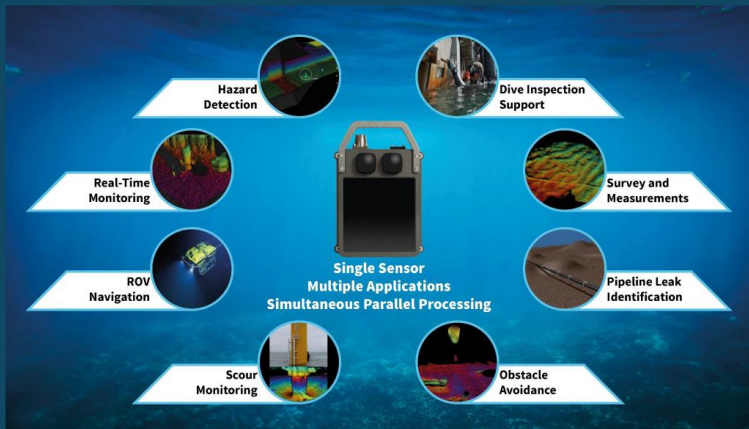
# About the DAVD

## Diver Augmented Vision Display System



# Echoscope® PIPE Series Structure

*New Breakthrough Echoscope® 5-Dimensional and 6-Dimensional Sonars*



# Value Drivers

- First mover in innovating and commercializing real-time 3D sonar technology for the subsea market
- No other commercially available real-time 3D sonar in the market
- Technically adept Group with strong brand as market leaders in real-time visualization subsea
- Multiple initiatives underway with U.S. Navy and defense bodies, and tracking significant development funding for further research and development for defense space
- Strong and growing global customer base and expanding market applications, including precious gem mining and offshore renewables
- Strong Patents and Intellectual Property Rights Portfolio
- Diversified Group, with two stand-alone engineering businesses, which have recurring streams of revenues through supplying proprietary parts into a number of funded U.S. Defense programs and UK Defense Programs, and the products business selling into the subsea market

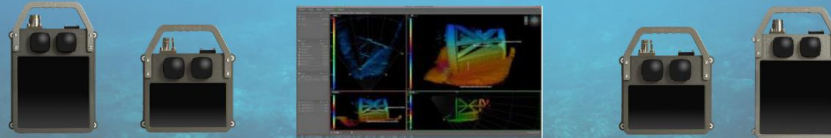
# Growth Catalysts

## New Breakthrough Echoscope® PIPE – 5D and 6D Sonars

- The world's only 5-dimensional and 6-dimensional real-time volumetric sonar technology, Echoscope® PIPE – "Parallel Intelligent Processing Engine"
- Diver Augmented Vision Display (DAVD), Gen 1.0, is certified for fleet issue use by the U.S. Navy and is being presented to NAVY Fleet for introduction and use
- DAVD, along with a number of Echoscope® models, are included in the Authorization for Navy Use (ANU) product list

**Goal:** Standardize proprietary real-time volumetric imaging sonars, in different form factors, across existing and new subsea markets

- Positioned to increase market share
- Defense market is significant opportunity; Addressable Market is estimated at \$2.686 billion



# Addressable Sonar Market\*

ANNUAL	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY2024	FY2025	FY2026
Revenues \$B	\$2.336	\$2.503	\$2.685	\$2.869	\$3.081	\$3.313	\$3.543	\$3.786	\$4.064
Growth		7.1%	7.3%	6.9%	7.4%	7.5%	6.9%	6.9%	7.3%

\* Source: "Global SONAR Systems and Technology Market Size, Status and Forecast 2019-2026," Maia Research (November 23, 2018)

# Sonar Market by Application\*

REVENUE/MARKET (\$B)	2018	2023	CAGR
<b>Defense</b>	\$1.251B	\$1.631B	5.44%
+ including UUV	\$0.186B	\$0.357B	13.95%
<b>Commercial</b>	\$1.075B	\$1.615B	8.48%
+including UUV	\$0.3944B	\$0.7575M	13.94%
+including Dredgers	\$0.0093M	\$0.0131M	7.09%
<b>Total Market</b>	<b>\$2.326B</b>	<b>\$3.246B</b>	<b>6.89%</b>

\* Source: "Sonar System Market, Global Forecast to 2023," MarketsandMarkets (January 2019)

# Addressable Sonar Market\*



REVENUE/ SECTOR (\$B)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023	FY2024	FY2025	FY2026
Scientific	\$0.598B	\$0.641B	\$0.687B	\$0.735M	\$0.792B	\$0.855B	\$0.913B	\$0.978B	\$1.053B
Commercial	\$0.633B	\$0.679B	\$0.728B	\$0.780B	\$0.840B	\$0.907B	\$0.972B	\$1.041B	\$1.121B
Military	\$1.040B	\$1.113B	\$1.198B	\$1.278B	\$1.368B	\$1.466B	\$1.563B	\$1.667B	\$1.785B
Others	\$0.065B	\$0.070B	\$0.073B	\$0.076B	\$0.080B	\$0.086B	\$0.095B	\$0.100B	\$0.105B
<b>TOTAL</b>	<b>\$2.336B</b>	<b>\$2.503B</b>	<b>\$2.686B</b>	<b>\$2.869B</b>	<b>\$3.081B</b>	<b>\$3.313B</b>	<b>\$3.543B</b>	<b>\$3.786B</b>	<b>\$4.064B</b>

\* Source: "Global SONAR Systems and Technology Market Size, Status and Forecast 2019-2026," Maia Research (November 23, 2018)

# Addressable Sonar Market\*

REVENUE/ SONAR TYPE (\$B)	2018	2019	2020	2021	2022	2023	2024	2025	2026
Multi-Beam	\$1.020B	\$1.094B	\$1.172B	\$1.254B	\$1.350B	\$1.468B	\$1.574B	\$1.679B	\$1.814B
Single Beam	\$0.467B	\$0.498B	\$0.537B	\$0.566B	\$0.604B	\$0.641B	\$0.682B	\$0.727B	\$0.771B
Synthetic Aperture	\$0.254B	\$0.273B	\$0.296B	\$0.319B	\$0.347B	\$0.376B	\$0.407B	\$0.440B	\$0.475B
Side Scan	\$0.596B	\$0.638B	\$0.681B	\$0.730B	\$0.781B	\$0.828B	\$0.879B	\$0.939B	\$1.004B
<b>TOTAL</b>	<b>\$2.337B</b>	<b>\$2.503B</b>	<b>\$2.686B</b>	<b>\$2.869B</b>	<b>\$3.082B</b>	<b>\$3.313B</b>	<b>\$3.542B</b>	<b>\$3.785B</b>	<b>\$4.064B</b>

\* Source: "Global SONAR Systems and Technology Market Size, Status and Forecast 2019-2026," Maia Research (November 23, 2018)

# Competitive Benchmarking\*

Companies	
Raytheon	Lockheed Martin
Thales	Atlas Elektronik
Ultra Electronics	L3
BAE Systems	Aselsan
Harris Corporatin	Naval Group
Kongsberg Gruppen	Teledyne
Sonardyne	Ixblue SAS
R2 Sonic	Norbit Grup
Western Marine Electronics	EdgeTech
Innomat Technologie	FURUNO
JRC	Navico
FLIR Systems	Johnson Outdoors
Garmin	DSIT

\*Source: "Sonar Systems Market Global Forecast to 2023," MarketsandMarkets (January, 2019)



The advertisement features a blue background with various technical and industrial images. In the top left, there's a close-up of a circuit board and a rugged electronic device. In the top right, a logo for Coda Octopus Group, Inc. is visible. The central part of the ad is dominated by the Colmek logo and a grid of service areas. The bottom left shows a 3D rendering of a signal processing structure, and the bottom right shows a person working on a piece of equipment.

**Customized Rugged Solutions**

**Mission Critical Integrated Systems**

*Software Engineering*

*Mechanical Engineering*

**Colmek**

**Engineering Business**

*Electronic Design*

*Complete Product Lifecycle Development*

**Advanced Signal Processing**

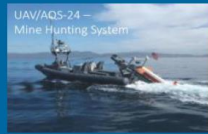
**Obsolescence Management of Legacy Defense Products**

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# Key Markets

*Coda Octopus Colmek - Engineering Business*

Sub-Contractor to the **U.S. DoD**



# Customers

Coda Octopus Colmek – Engineering Business



# Growth Catalysts

- Adding new defense programs yielding long-tail recurring revenues
- **Thermite® New Generation Octal®**
  - Next Generation Product Line Extension for additional growth
  - Colmek's rugged, configurable, versatile, high performance mission computer
  - Successfully completed its Military Specification (Milspec) environmental testing
  - Goal: Deliver new standard of field mobility to established Thermite® customer base
  - Technical refresh underway
  - Multiple Defense Applications
    - Man-worn robotic and backpack-worn
    - Manned/unmanned vehicles; airborne, land-based, maritime
  - Product roll-out of next generation of Thermite family of rugged embedded computers
    - Octal – initial next-gen Thermite technical refresh completed and now being promoted, including a number of significant customer trials – one of which is for integration into a military vehicle
  - Expect this product line to add \$3-\$7M to Colmek's revenues annually



# Thermite® Octal Applications/Trials

- Thermite® New Generation Octal® Embedded Rugged Computer

<b>Weapon Control Systems</b>	Army Mobile Vehicles	<i>In Field Test</i>
<b>Dismounted Soldier Training</b>	Virtual Reality	<i>In Prototype Stage</i>
<b>Real Time Training and Simulation</b>	Virtual Reality	<i>In Prototype Stage</i>
<b>Mission Computer</b>	U.S. Military Ally	<i>Drone Control, Real-Time Imaging</i>
<b>Mission Computer</b>	U.S. Military Ally, F16	<i>In Field/ Environmental Testing</i>
<b>Sensor Processing</b>	Undisclosed U.S. Military Application	<i>In Development Stages</i>
<b>Mission Computer</b>	Army/Marine	<i>Robotic Control – Land Based Drone</i>





The image is a promotional graphic for Martech Engineering Business. It features a central logo with the text "Martech Engineering Business" in white on a blue background. The logo is surrounded by four service areas, each with a corresponding image and text:

- Product Design and Manufacturing**: Located in the top-left quadrant, featuring an image of a red and white electronic device.
- Subsea and Harsh Environment Design**: Located in the top-right quadrant, featuring an image of a military vehicle, a helicopter, and a submarine.
- Test, Instrumentation and Control**: Located in the bottom-left quadrant, featuring an image of a rugged electronic device in a case.
- Obsolescence Management of Legacy Defense Products**: Located in the bottom-right quadrant, featuring an image of a person working on a large, complex mechanical component.

The central logo also includes the following text:

- Software Engineering*
- Mechanical Engineering*
- Electronic Design*
- Complete Product Lifecycle Development*

The background of the entire graphic is a dark blue gradient with a subtle pattern of circuitry. A small number "41" is visible in the bottom right corner of the graphic.

# Customers

## *Coda Octopus Martech – Engineering Business*

Located in Portland, Dorset, UK. Martech follows the same model as Colmek.



# Growth Catalysts

- **Long-tail recurring revenues from ongoing Defense Customer Programs**

- Proprietary Chemical Decontamination Systems
  - Component of the Eurofighter Tycoon's Ground Equipment
  - Used to decontaminate pilot helmets that have come in contact with chemical weapons
  - Contracted for two new units, at approximately \$300K per, in FY2018
  - Sales to date are approximately \$2.4M since program inception, in 2011



- **Increasing customer base via successful R&D Programs**

- Pump and Pressurization Controllers – Grundfos
  - Developed a series of proprietary fire sprinkler pump controllers in use by customers including Grundfos, a global leader in advanced pump solutions and trendsetter in water technology, as part of its FireSAFE product line
  - Developing a variant of the FireSAFE product, to address the requirements for sprinkler systems in high-rise residential installations, a growing market following the tragic Grenfell Tower fire in the UK
    - Forecasting sales of 1000 units in 2020
  - Designed and manufactured the pressurization controller, as part of Grundfos' Pressure Half Time (PHT) product line, used to maintain pressure in heating and cooling systems for residential and commercial applications
    - Shipped 3,000 pressurization controller unit order in FY 2018 to Q1FY2020
    - Forecasting repeat order of 3000 units in 2020



# Operations

## Group Headquarters



## Marine Technology Business



## Defense Products & Engineering Business



# Coda Octopus Group

## Management

### **Annmarie Gayle, LL.B, LLM – Chief Executive Officer and Chairman – Denmark**

Ms. Gayle has been our CEO and a member of the Board of Directors since 2011. She has also been the CEO of our flagship Products Business since 2012. Prior thereto, she spent two years assisting with the restructuring of our company. She previously served with the Company as Senior Vice President of Legal Affairs between 2006 and 2007. Earlier in her career, she worked for a major London law practice, the United Nations, and the European Union. Ms. Gayle has a strong background in restructuring and has spent more than 12 years in a number of countries where she has been the lead adviser to a number of transitional administrations on privatizing banks and reforming state-owned assets in the CEE countries including banking, infrastructure and telecommunications assets. Ms. Gayle has also managed a number of large European Union funded projects. Ms. Gayle holds a Law degree gained at the University of London and a Masters of Law degree from Cambridge University. She is qualified to practice as a solicitor in England & Wales.

### **Michael Midgley – Chief Financial Officer; Chief Executive Officer of Coda Octopus Colmek, Inc. – U.S.**

Mr. Midgley has been our CFO since December 2017, following his tenure as our acting CFO since 2013. Mr. Midgley also serves as Chief Executive Officer of Coda Octopus Colmek, Inc. since 2010, which he joined in 2008. Mr. Midgley's 42 year career spans business, accounting and finance in many industries. He is an expert in data mapping and conversion to JD Edwards World General Accounting Software, and previously had his own CPA practice specializing in SEC and Tax practice areas, as well as worked for a regional accounting firm. He was President and CFO of Covol Technologies, Inc., 1991-1995, and CFO of Human Affairs Inc., 1986-1991. Mr. Midgley is a qualified CPA in the state of Utah, and attended the University of Utah where he obtained a BA in Accounting.

# Coda Octopus Group

## Management

### **Blair Cunningham – President of Technology; Chief Executive Officer of Coda Octopus Products, Inc.– U.S.**

Mr. Cunningham has been with the company since July 2004 and has had a number of roles including his current position of President of Technology and CEO of Coda Octopus Products, Inc. CTO of Coda Octopus Group, Inc. since 2005 and Senior Vice President of Products Division between July 2004 and July 2005. Earlier in his career he worked for several firms as a systems analyst and developer. Mr. Cunningham has a strong background in technology development, design and large-scale software development with a key focus on process efficiency and end-user experience. Mr. Cunningham received an HND in Computer Science in 1989 from Moray College of Further Education, Elgin, Scotland. Because of Mr. Cunningham's expertise in technology and delivery of large scale software projects, the company believes that he is highly qualified to serve in his current roles.

# Coda Octopus Group

## Board of Directors

### **Annmarie Gayle, LL.B, LLM – Chief Executive Officer and Chairman – Denmark**

Ms. Gayle was appointed Chairman of the Board in March 2017, and previously served as Director since 2011. Additionally, Ms. Gayle has been the Group CEO since 2011; assisted with the restructuring of the Company, 2009-2010, and served as SVP of Coda's Legal Affairs, 2006-2007. Earlier in her career she worked for a major London law practice, the United Nations and the European Union. Ms. Gayle has a strong background in restructuring and has spent more than 12 years in a number of countries where she has been the lead adviser to a number of transitional administrations on privatizing banks and reforming state-owned assets in the CEE countries including banking, infrastructure and telecommunications assets. Ms. Gayle has also managed a number of large European Union funded projects. Ms. Gayle holds a Law degree gained at the University of London and a Masters of Law degree from Cambridge University. She is qualified to practice as a solicitor in England & Wales.

### **Michael Hamilton, Director – U.S.**

Mr. Hamilton served as Coda's Chairman of the Board, June 2010-March 2017, and continues to serve as a Director. Since 2014, Mr. Hamilton has provided accounting and valuation services for a varied list of clients. His career includes serving as Senior Vice President of Powerlink Transmission Company, 2011-2014, and audit partner at PriceWaterhouseCoopers, 1988-2003. He holds a B.S. in Accounting from St. Frances College and is a Certified Public Accountant and is accredited in business valuation. Mr. Hamilton services as the Chair of both the Board's Audit Committee and Compensation and Governance Committee, and as a member of its Nominating Committee.

# Coda Octopus Group

## Board of Directors

### Mary M. Losty – Director – U.S.

Ms. Losty has been a member of Coda's Board of Directors since July 2017. Ms. Losty is a private investor in both U.S. equities and real estate. Her career includes serving as a Partner at Cornwall Asset Management LLC, a U.S. portfolio management firm, where she was responsible for the firm's investment in numerous small- to medium- cap emerging growth companies, 1998-2010. She was portfolio manager at Duggan & Associates, 1992-1998, and an equity research analyst at Kimelman & Company, 1990-1992. Previously she worked at Morgan Stanley & Co. and was the top aide to James R. Schlesinger, a five-time U.S. cabinet secretary. Former Board director positions include Prodera Networks, Inc. 2007-2015, and Blue Earth, Inc. formerly Genesis Fluid Solutions Holdings, 2009-2011. Ms. Losty received her J.D. from Georgetown University Law Center and her B.S. from Georgetown University's School of Foreign Service. Ms. Losty serves on the Board's Audit and Nominating Committees.

### J. Charles Plumb, Captain, USNR (Ret.) – Director – U.S.

Captain Plumb has been a member of Coda's Board of Directors since September 2019. Captain Plumb is a retired U.S. Navy fighter pilot. On his 75<sup>th</sup> combat mission, just five days before the end of his tour in Vietnam, he was shot down over Hanoi, taken prisoner and tortured. During his nearly six years as a prisoner of war, he distinguished himself as a pro in underground communications. He was a great inspiration to all the other POWs and served as chaplain for two years. Following his repatriation, Captain Plumb continued his Navy flying career in Reserve Squadrons where he flew A-4 Sky Hawks, A-7 Corsairs and FA-18 Hornets. His last two commands as a Naval Reservist were on the Aircraft Carrier Coral Sea and at Fighter Air Wing in California. He retired from the United States Navy after 28 years of service. His military honors include two Purple Hearts, the Legion of Merit, the Silver Star, the Bronze Star and the P.O.W. Medal. He has been a motivational speaker, consultant and executive coach since 1973. His clients include General Motors, Fedex, Hilton, Aflac, the U.S. Navy, BMW and NASA. Since 2010, he has been member of the Board of Directors of the Lightspeed Aviation Foundation. Captain Plumb earned a B.S. in electrical engineering from the U.S. Naval Academy at Annapolis. We selected Captain Plumb because of his close ties to the U.S. Defense establishment.

# Coda Octopus Group

## Board of Directors

### G. Tyler Runnels- Director– U.S.

Mr. Runnels has been nominated by our board to be elected as a director at the 2018 annual meeting to fill a vacancy created by the departure of two of our directors. Mr. Runnels has nearly 30 years of investment banking experience including debt and equity financings, private placements, mergers and acquisitions, initial public offerings, bridge financings, and financial restructurings. Since 2003, Mr. Runnels has been the Chairman and Chief Executive Officer of T.R. Winston & Company, LLC, an investment bank and member of FINRA, where he began working in 1990. Mr. Runnels was an early stage investor in our company and T.R. Winston & Company, LLC has served as our exclusive placement agent in one of our private placements raising early rounds of capital for our company. Mr. Runnels has successfully completed and advised on numerous transactions for clients in a variety of industries, including healthcare, oil and gas, business services, manufacturing, and technology. Mr. Runnels is also responsible for working with high net attorneys, qualified intermediaries and financial advisors. Prior to joining T.R. Winston & Co., LLC, Mr. Runnels held the position of Senior Vice President of Corporate Finance for H.J. Meyers & Company, a regional investment bank. Mr. Runnels is a member of the Board of Directors of Level Brands, Inc. (NYSE American: LEVB) and serves on the Pepperdine University President's Campaign Cabinet. Mr. Runnels received a B.S. and MBA from Pepperdine University. Mr. Runnels holds FINRA series 7, 24, 55, 63 and 79 licenses. We selected Mr. Runnels to serve on our board of directors based upon his significant expertise both as an investor and advisor, as well as his experience as a board member of a number of listed companies.



# **CODA OCTOPUS GROUP, INC.**

World Leader in Sound Underwater Technology

**NASDAQ: CODA**

[www.codaoctopusgroup.com](http://www.codaoctopusgroup.com)

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