



WesternUnion\\WU

IODM Limited and Western Union Collaborate with Reciprocal Referral Agreement

Leading accounts receivable and operational efficiency solution company, IODM Limited (ASX: IOD) ("IODM"), is pleased to provide an update to the relationship established and previously announced.

On the 13th December 2018, IODM announced a collaboration and strategic partnership with a Financial Services company based in the United States, providing the ability to introduce potential clients to the company's solutions.

We are now pleased to announce that [Western Union](#), a global leader in cross-border, cross-currency money movement and payments, and IODM Limited have entered into a reciprocal referral arrangement that will initially focus on the APAC and UK regions with the potential for further expansion into other global regions.

IODM's product works well with [Western Union Business Solutions'](#) platform to provide clients with an efficient way for processing payments. IODM anticipates that this will be a meaningful step in advancing its brand awareness program and that the arrangement will be mutually beneficial to both companies.

IODM CEO Mark Reilly commented, "This is an exciting day for us as it gives further validation for the products that we offer. Our staff and officers have worked hard to make this achievable in a short space of time and I thank Western Union Business Solutions for the professional manner that they have displayed, underlining why they have been one of the most dynamic and innovative companies for the past 168 years."

Western Union Business Solutions', Regional Vice President, Australia & New Zealand Neil Graham, commented, "We are thrilled to formalise our partnership with IODM. By leveraging our solutions and ongoing collaboration, we look forward to combined growth and expansion in the region."

For further information, please contact Anthony Smith at Tony.Smith@iodm.com.au.

About IODM

IODM is an Australia leading accounts receivable solution that goes beyond chasing debt. Powered by technology, IODM streamlines the AR workflow to drive operational efficiencies and significantly improve cashflow. IODM offers a customisable application that seamlessly works with any accounting and ERP software package.

About Western Union

The Western Union Company (NYSE: WU) is a global leader in cross-border, cross-currency money movement. Our omnichannel platform connects the digital and physical worlds and makes it possible for consumers and businesses to send and receive money and make payments with speed, ease, and

IODM Limited

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reliability. As of June 30, 2019, our network included over 550,000 retail agent locations offering Western Union, Vigo or Orlandi Valuta branded services in more than 200 countries and territories, with the capability to send money to billions of accounts. Additionally, westernunion.com, our fastest growing channel in 2018, is available in approximately 70 countries, plus additional territories, to move money around the world. With our global reach, Western Union moves money for better, connecting family, friends and businesses to enable financial inclusion and support economic growth. For more information, visit www.westernunion.com.

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