IODM

Rein In Receivables

Investor Presentation
October 2019

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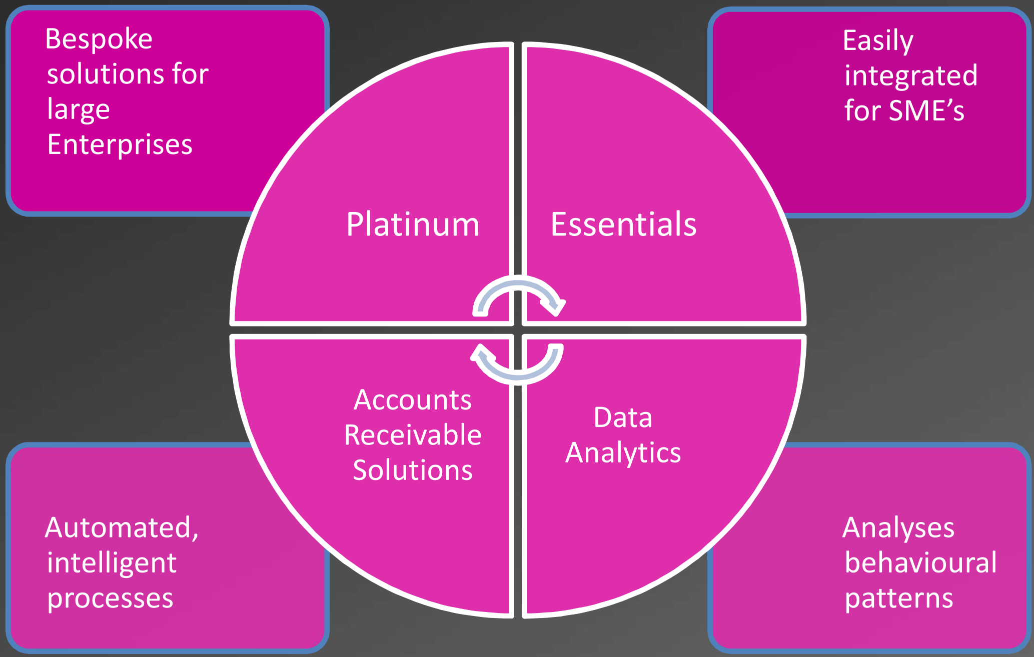
Company Overview

IODM uses digital technology to automate the accounts receivable process and communications. Simple and quick to implement, it assists business' in collecting what is rightfully theirs, their cash, immediately.

Formed in 2008, the company, headquartered in Melbourne, Australia, is listed on the ASX and currently has clients across three continents.

The board consists of Paul Kasian (Non-Executive Chairman), Brian Jamieson, David Ireland and Anthony Smith (All Non-Executive Directors).

Key Management Personnel are Mark Reilly (CEO), Petrina Halsall (GM), Chris Ward (CTO) and Peter Claydon (Sales)



"Within half an hour of launching IODM, we had 17 responses and 72 payments"
Narelle Cirillo, Group Credit Manager, Wilson Security

Tangible benefits of automation

Cashflow Benefit	Immediate positive movement of working cashflow
Productivity	Automated processing and Data analytics help whole of line transaction from redeploying FTE's, assistance in supply chain and reduction in the current manual processes etc
Single Sign on Dashboard	Manages all processes, administration, divisions and jurisdictions including both multi-lingual and currency in one dashboard
Management of Tail	Efficient process to manage all your client transactions which does not discriminate by size thus even managing high volume, low value transactions providing best practice governance
Operational Cost Offsets	Reduction of or redeployment of FTE, holding costs and postage
Scalable	Additional jurisdictions, divisions or acquisitions can be seamlessly added on

Intangible benefits of automation

Single Customer View

Merges databases into one centralised system, creates a global view of the debtor book

Enhance Experience

The standing procedure is to send an initial reminder letter after the terms of trade becomes overdue, IODM not only allows you to customize this by client but it starts the communication before the payment date to ensure a call to action process is followed

Improve Visibility

Both email and phone queries relate to provision of a copy of a late invoice. The solution allows for a link to invoices on reminder letters.

Develop Synergies

Can be used across all existing accounting systems and jurisdictions. The data analytics can be used for understanding customer behavior and manipulating same to best practices

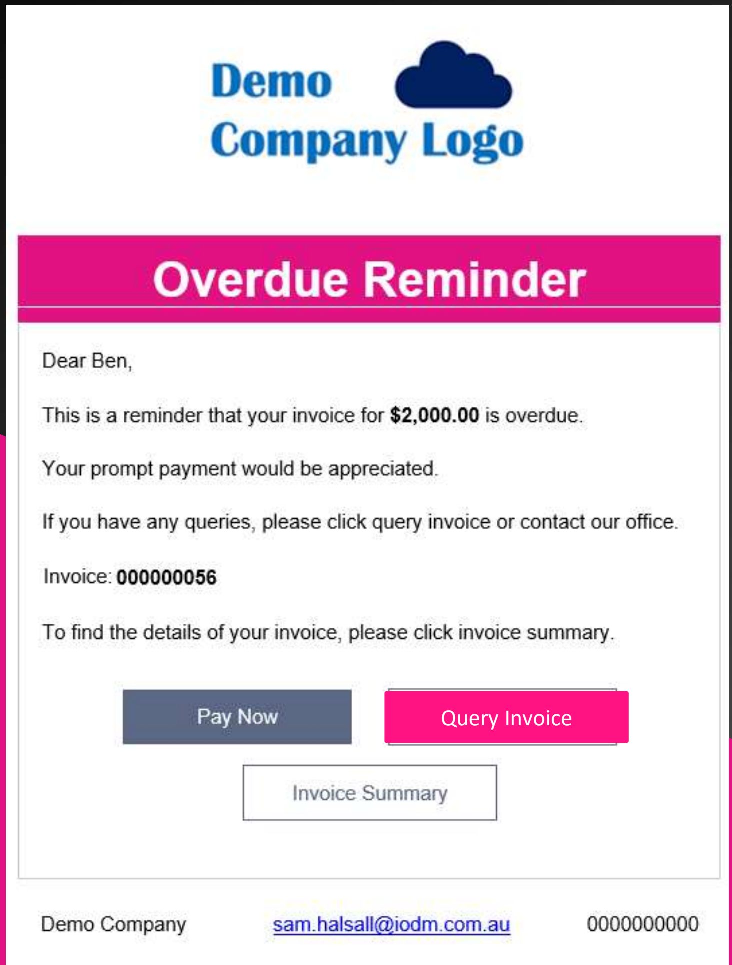
Aligned to Strategic Direction

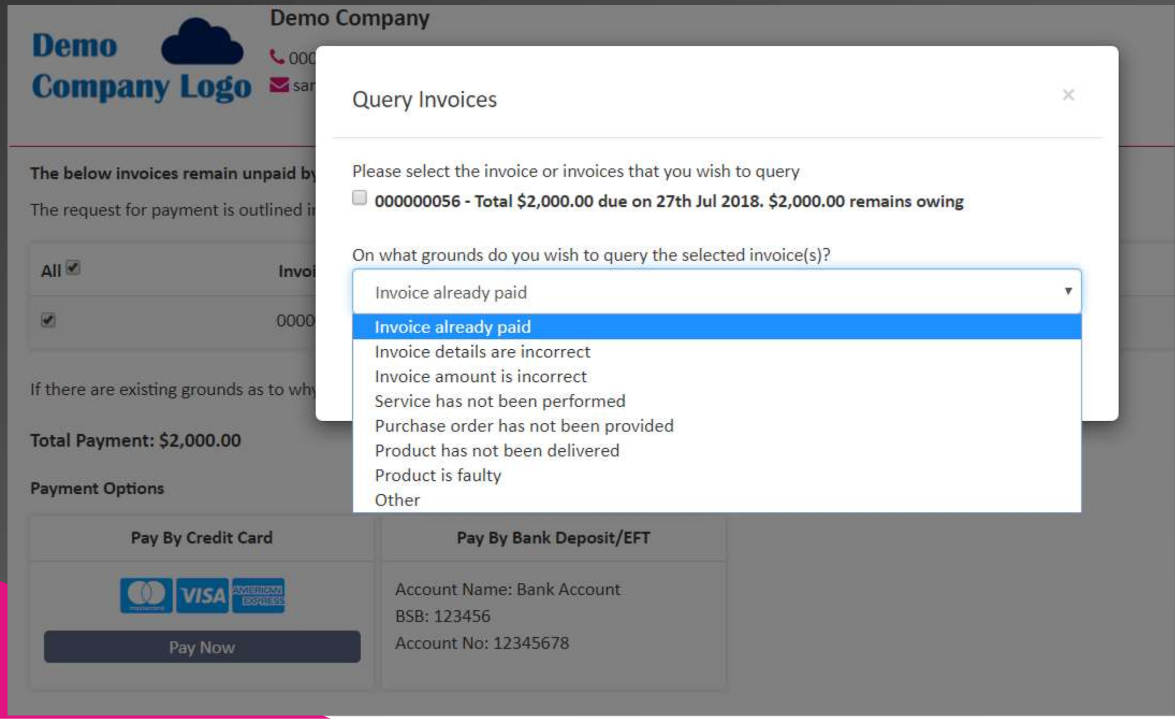
Streamlined integration of invoicing across all business units and aligns with business principles:

- automation
- technology
- efficiencies
- process improvement
- workflow

Data Collection

The Query Invoice button provides a business with valuable data that assists operational efficiencies and profiles customer behavioural patterns ensuring that the data analytics collected are put to good use. Used on payment reminders to ensure prompt payment or overdue reminders to get to the heart of why an invoice is outstanding, the query button is extremely powerful and is used to overcome objections on non-payments early in the invoices life cycle.





IODM Connect Features

Communicate prior to due date

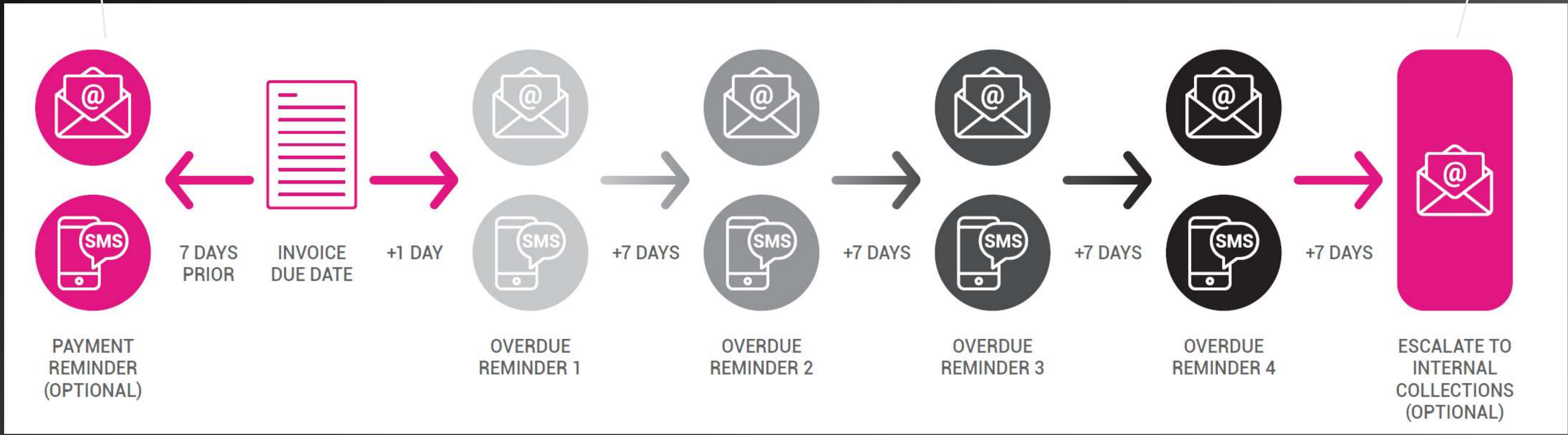
Integrate with existing ERP

Query feature dispute resolution

Communication Tracking

User Audit Trail

Escalate to internal or external connections



Tag salespersons/ collectors/ divisions

Customise multiple workflows to meet terms of trade

Client note history

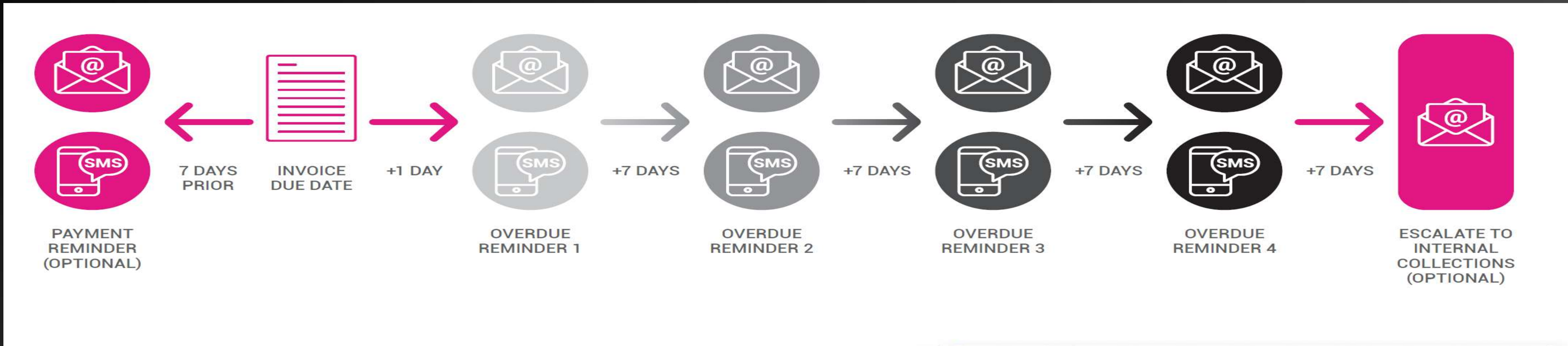
Link to customer portal

Can attach invoice

Link to pay now

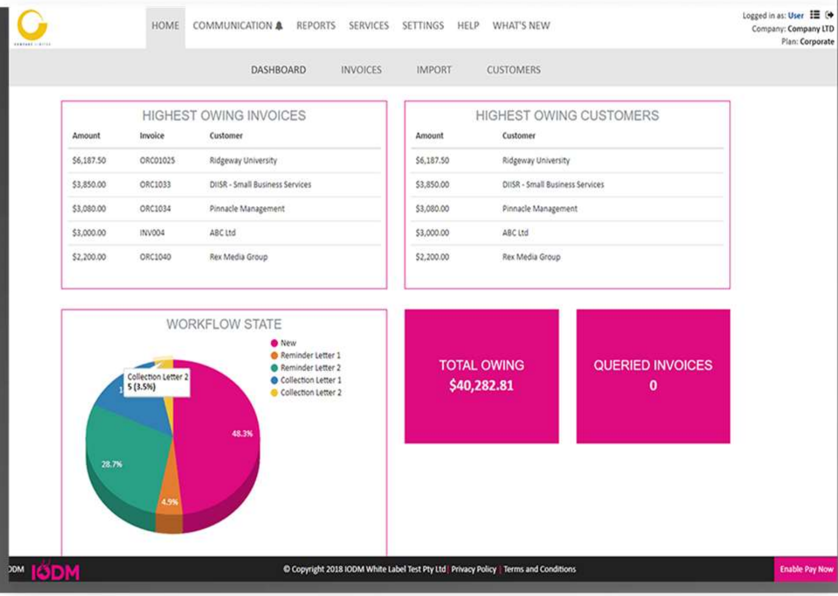
Comprehensive reporting/ analytics

Internal Collections Workflow

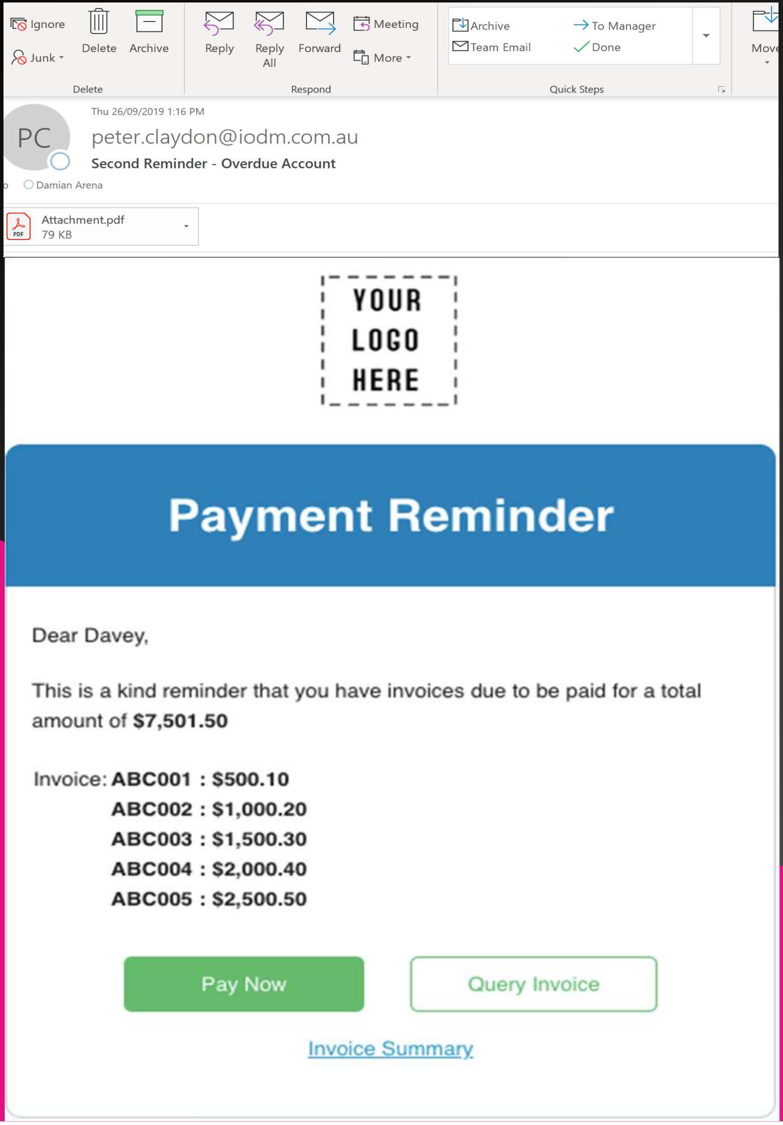


The collection of the business's cash does not begin once a customer hasn't paid, it starts once the invoice has been generated. The easy to use system imports all invoices and ensures that your business is positioned well to effect the terms of trade.

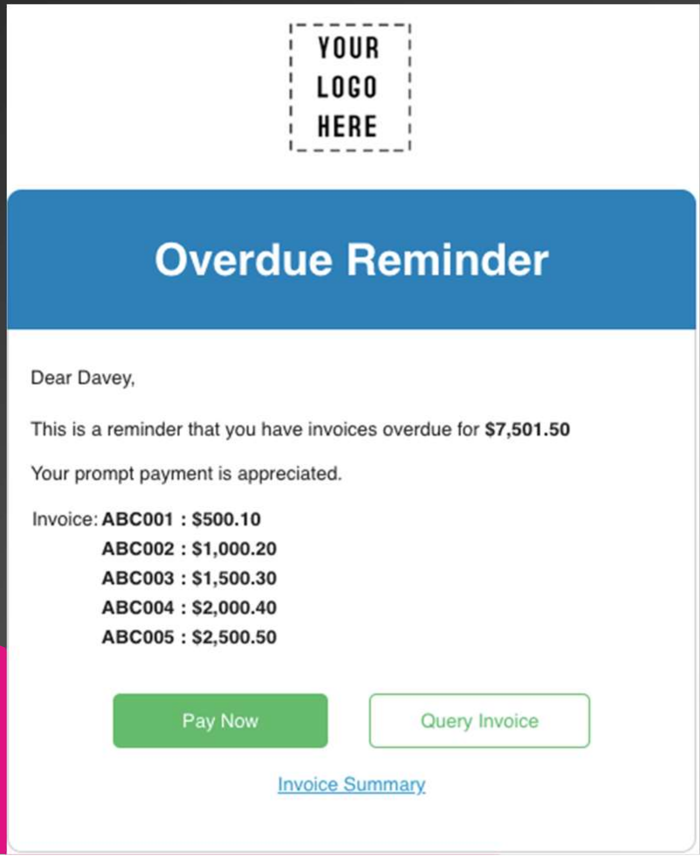
The easy to use dashboard has everything at your finger tips and enables you to have everything you need to run your working capital efficiently



Communications, Relationships and Ease



Ability to Pay Now or Query an Invoice at any point of the relationship



"Reminder. Your IODM invoices ABC001, 002, 003, 004, 005 for $7,501.50 are outstanding."

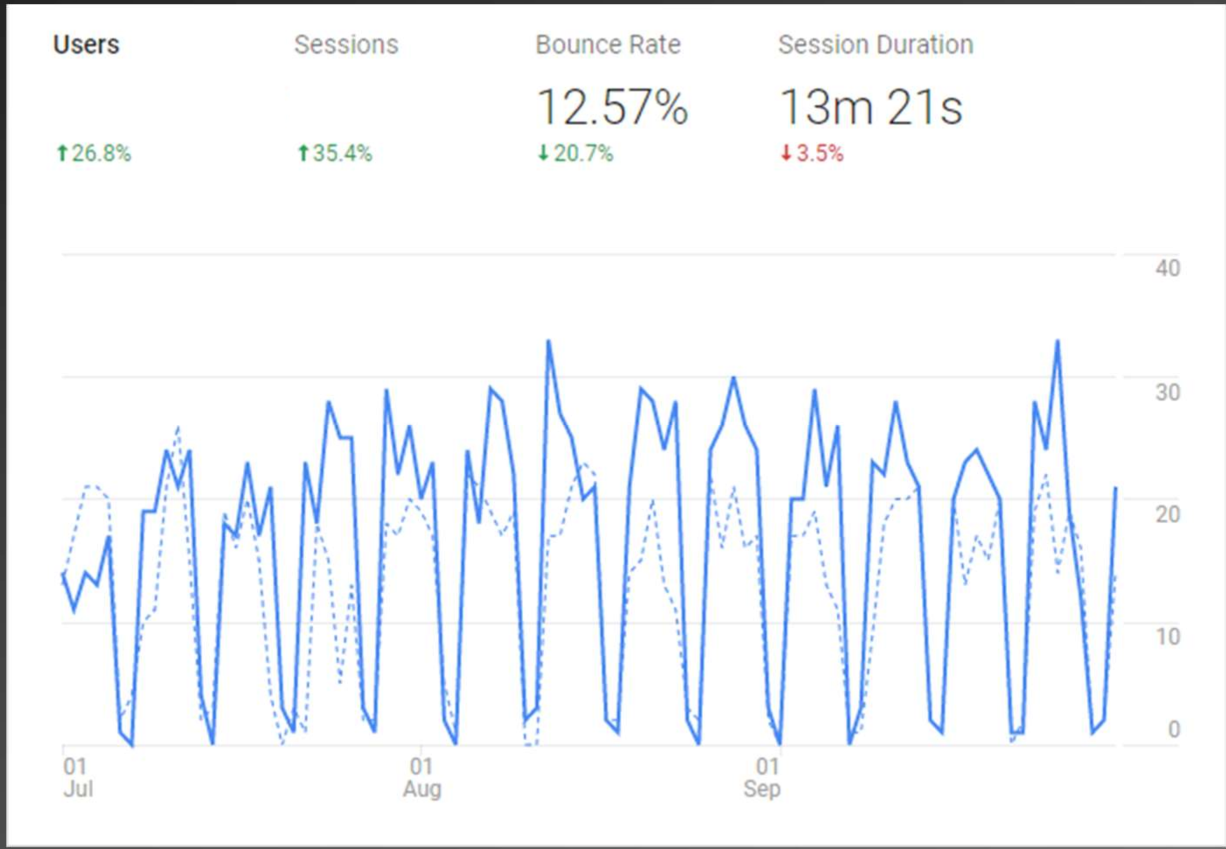
Reminders also come in SMS form

Data Security and Privacy

- IODM is a cloud-based solution delivered via the Amazon Web Services (AWS) platform.
- Data is stored securely within the relevant jurisdiction and is not transferred outside of that jurisdiction.
- IODM performs a full backup of its database daily, with delta backups every half hour.
- Disaster Recovery Plan tested and ensures no disruption to operations under any circumstances.
- No unscheduled outages have resulted in 100% availability of the Application website for more than two years.

The Technology

- Users up due to increase in clients over the last quarter (1Q20)
- Sessions up due to new clients and new divisions of existing clients (1Q20)
- Session duration down due to further understanding of the program (1Q20)
- Users only requiring 13 minutes on average to manage their AR

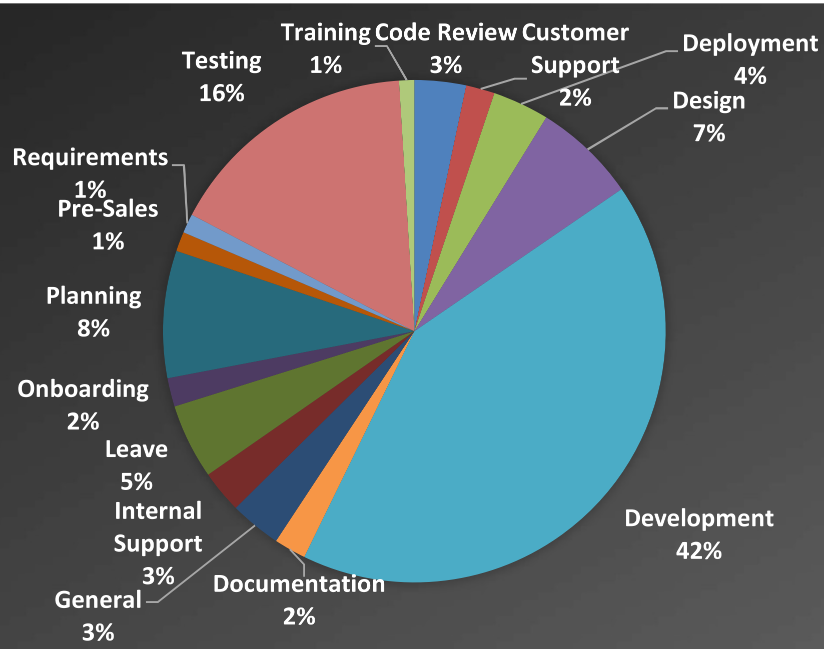


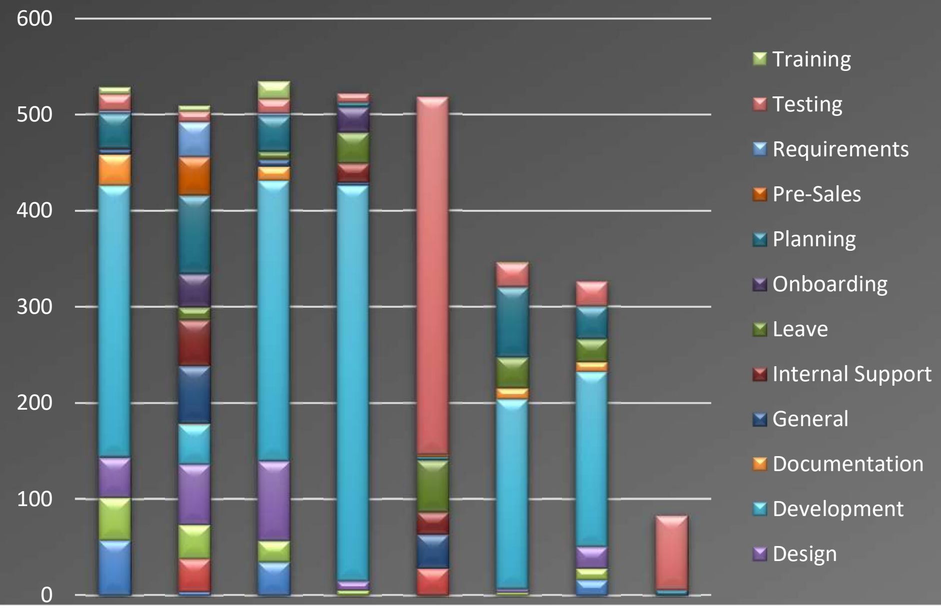
The Technology

- Chris Ward (CTO) manages a very professional team with varying skills

- Development work slowly coming down from 77% to 42% over the last year as the product offering is maturing

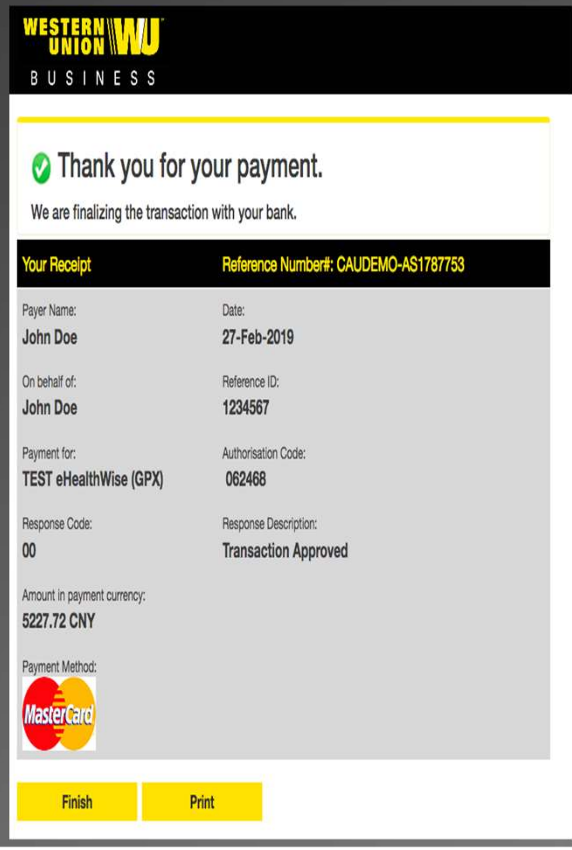
- Comfortable with the stability and size of the team





Western Union Reciprocal Agreement

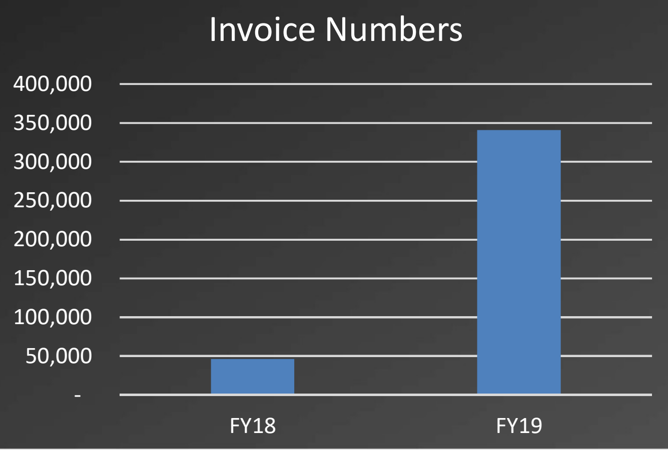
- Agreement has progressed swiftly.
- The company is finding WU professional and dynamic.
- The company is comfortable that the agreement puts the business both in a great branding and lead generation position for calendar year 2020.
- As the agreement is reciprocal, it has opened new revenue lines
- The company will continue to partner with like minded companies

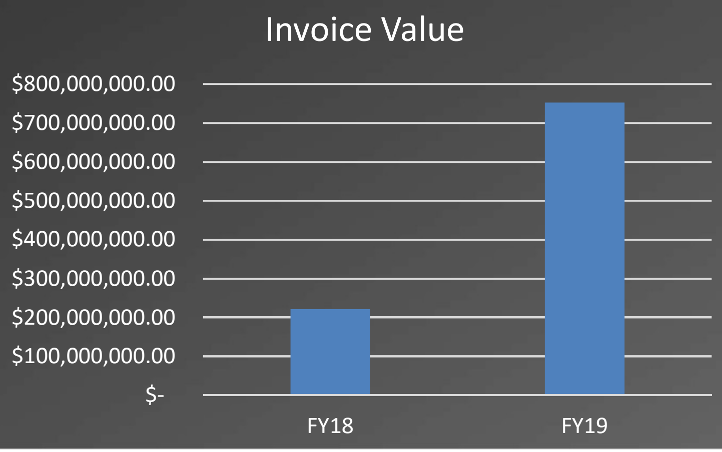


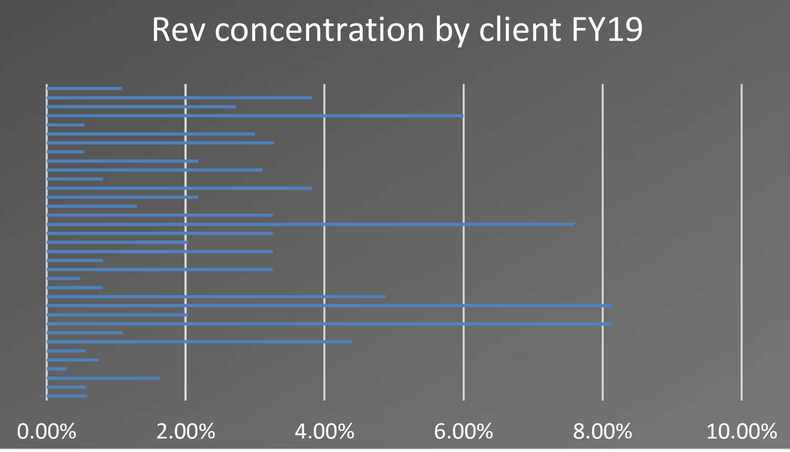
Results

	FY19	Variance
Revenue	0.49	Up 122%
Loss from continuing operations	-1.1	Up 25%
Cash Receipts	0.43	Up 79%
Cash Payments	-1.88	Up 27%
Cashflow	-1.1	Down 32%
R&D Tax Offset	0.43	
Annualised Revenue	0.65	Up 54%

Clients are now be implemented and then billed in arrears rather than in advance. Early indications are that this encourages clients to implement in a quicker time frame and has allowed the business to bring forward some contracts, allowing the company to have more capacity to implement new clients in the foreseeable future. This will normalize after the second half of 2QFY20.







Efficiencies through Automation

	Manual System	With Automation
Number of invoices	5,000	5,000
Average time to follow up 1 invoice	5 minutes*	n/a
Total follow up time	416 hours	1 hour


Wilson Security
What we can
do for you
"Implementing IODM will increase cash collections, streamline the collection process for the SME ledger and ensure that we don't have to increase our headcount when we acquire more businesses."
NARELLE CIRILLO
Security Group Credit Manager
Wilson Security

IODM

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QUESTIONS

Mark Reilly
CEO