

ASX release

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IODM and EC Credit Control form a strategic alliance in Australia and New Zealand

- **Leading Debt Management Company in Australia and New Zealand to rollout IODM to corporate and SMB client base**
- **IODM expands to New Zealand**
- **Boosts IODM sales force**
- **Introduces EC Credit Control technology offering**

Melbourne, Australia — IODM Ltd (ASX: IOD; “IODM” or “the Company”) today announced it has signed an alliance agreement with EC Credit Control to work within the Australian and New Zealand market. The alliance has been formed to provide organisations in the Australian and New Zealand market access to a leading Accounts Receivable Management software solution.

EC Credit Control is owned by a publicly listed company Turners Automotive Group (NZX/ASX:TRA).

EC Credit Control has been successfully working alongside businesses throughout Australasia, having represented over 60,000 clients since 1989, including major banking institutions, businesses in the finance industry as well as major Australian and New Zealand corporates and SME's. EC Credit Control has built its reputation on transparency and personalisation of client relationships. “We work on creating tailor made solutions for our clients in order to see them operating within credit management best practices” said Dave Wilson, CEO of EC Credit Control.

Through the IODM White label offering, the strategic alliance provides an opportunity for EC Credit Control to provide their clients with a new technology platform, enabling organisations to transition into digitally modern Accounts Receivable management practices.

EC Credit Control has an active sales force of over 60 area managers throughout Australia and New Zealand. Mr Wilson said, “with this technology, we will be able to offer our clients a facility that will enhance their credit management processes which in turn will have positives effects on their cash flow.”

IODM will work with EC Credit Control to train their salesforce, equipping them with knowledge of modern practices combined with IODM technology solutions.

IODM Executive Chairman Mark Reilly said “the partnership provides significant growth opportunities for both companies.”

According to IODM Executive Chairman, Mark Reilly, “In the spirit of a true partnership, both companies will provide mutually beneficial opportunities and significant growth.

“It enables IODM to deepen our footprint in the enterprise and SMB market through EC Credit Control’s client base across a range of industries with an established sales force already well versed in the industry.

“It also provides an international footing to grow our business in New Zealand.” Mr. Reilly said

Mr Wilson said: “Our partnership with IODM extends our current offering and introduces systems and procedures to our clients, that are looking at technology to help answer operational and efficiency questions to really boost the day to day collection cycle. It enhances the entire client experience by reducing the time and cost in maintaining a manual based system.

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About IODM

IODM is a debtor management platform that automates the cash collection cycle, driving major process efficiencies, improved cash flow, and less risk. IODM has a host of features including invoice grouping, query account, pay now, credit checks, dashboards and analytics – all on the one platform. Flexible and scalable, IODM easily integrates with virtually any accounting system.