



IODM

Rein In Receivables

INVESTOR UPDATE



Company	Name	Invoice	Date Created	Days
Runner Pty Ltd		00000008	05/12/2016	175
Sports Pty Ltd		00000009	06/12/2016	174
Sports Pty Ltd		00000010	07/12/2016	173
TestME Pty Ltd		00000004	01/12/2016	179
TestME Pty Ltd		00000016	01/12/2016	179
TestME Pty Ltd		00000015	01/12/2016	179
TestME Pty Ltd		00000014	01/12/2016	179
TestME Pty Ltd		00000001	01/12/2016	179
TestME Pty Ltd		00000002	01/12/2016	179
TestME Pty Ltd		00000003	01/12/2016	179
TestME Pty Ltd		00000013	01/12/2016	179
TestME Pty Ltd		00000011	08/12/2016	172
TestME Pty Ltd		00000012	09/12/2016	171

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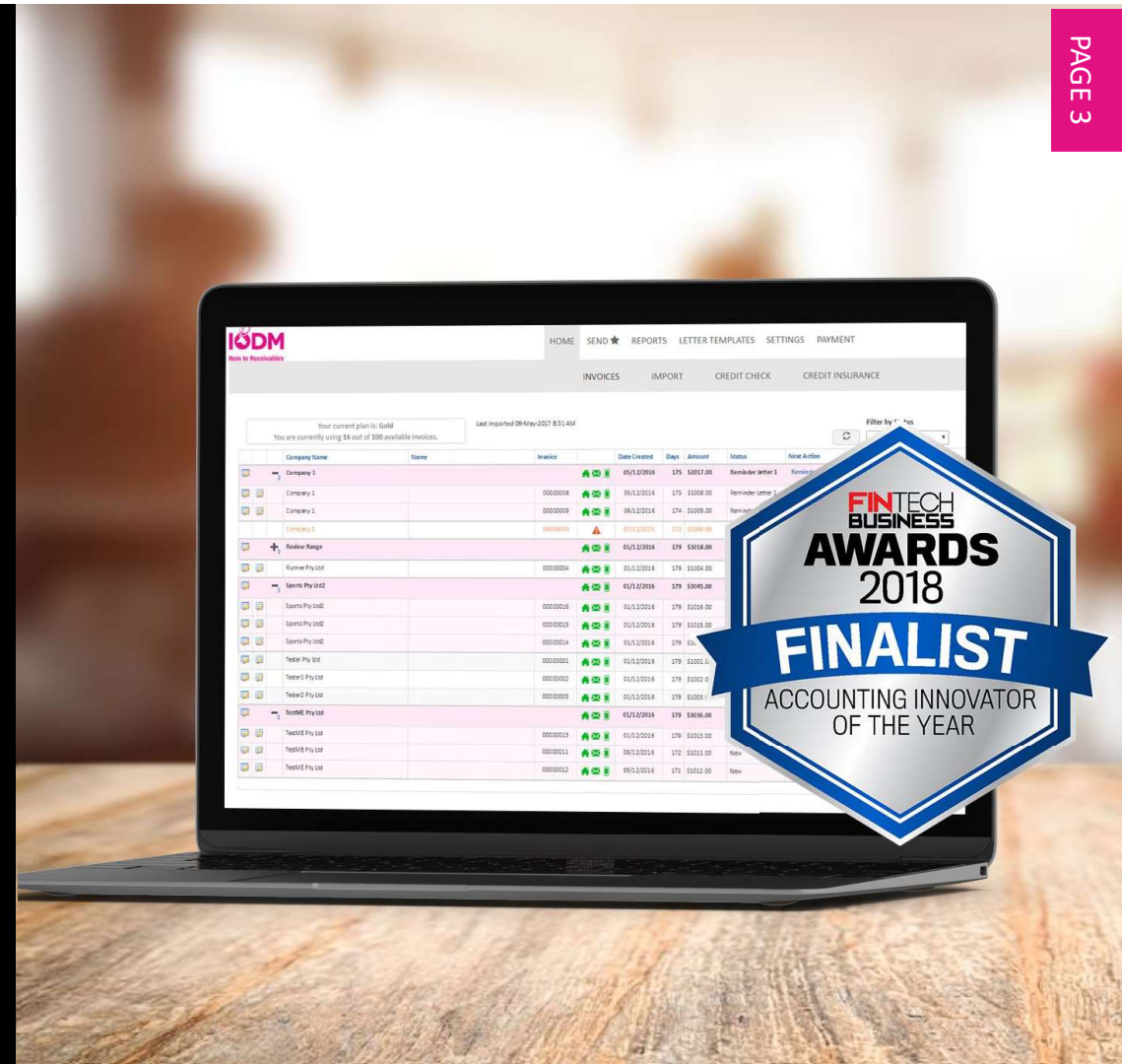
OVERVIEW

Since early FY14, IODM has developed, proven and rolled out a leading edge automated accounts receivable platform. A disruptive and operationally efficient solution to every business' cashflow needs comprising a Subscription or Licencing business model.

Minimum 60% growth rate in sales revenue 3Q18 compared to 2Q18

82% OF BUSINESSES IN THE US FAIL DUE TO POOR CASH FLOW MANAGEMENT SKILLS*

*In the first 5 years. Jessie Hagen, U.S. Bank, SCORE/Counselors to America's Small Business website: <http://www.score.org>



PROVEN BUSINESS



IOD platform has now been in operation in both large and small businesses for more than 3 years



In **the last quarter 2 ASX 300 Companies** on-boarded on the platform



The Company has **signed 20 clients** under the EC Alliance announced in March 2018



Established **cross-border applications**



IODM technology is now **proven to have international capability**



Cashflow conversion increased on average **69%**

BUSINESS MODEL

Subscription

- Cloud based
- Price is volume based
- Monthly terms
- Low cost up-front

Business model dictates a very broad range of revenue recognition, onboarding can result in the following parameters:

- **Small** business from ~\$500 per month
- **Average** business from ~\$2,500 per month
- **Mature** business from ~\$10,000 per month

Licence

- Desktop based
- Price is volume based after due diligence of the business
- IOD server cost or dedicated server cost
- Upfront annual or monthly terms
- Period of 1 – 3 years

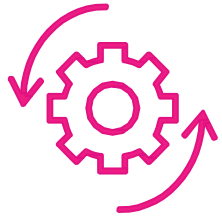
Business model dictates a very broad range of revenue recognition, onboarding can result in the following parameters^:

- **Small** business from ~\$30,000 per year
- **Average** business from ~\$60,000 per year
- **Mature** business from ~\$120,00 per year

^These numbers assume that all divisions of a business are on-boarded

**OTHER FORMS OF REVENUE INCLUDE SOFTWARE DEVELOPMENT,
IMPLEMENTATION AND COMMISSIONS FROM THIRD PARTY PROVIDERS**

THE IODM IMPACT



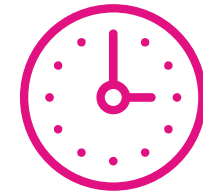
Improves efficiencies and **stream lines** the debtor management process



69% of debts settled after 1st reminder
Query button identified why payments were not being made.



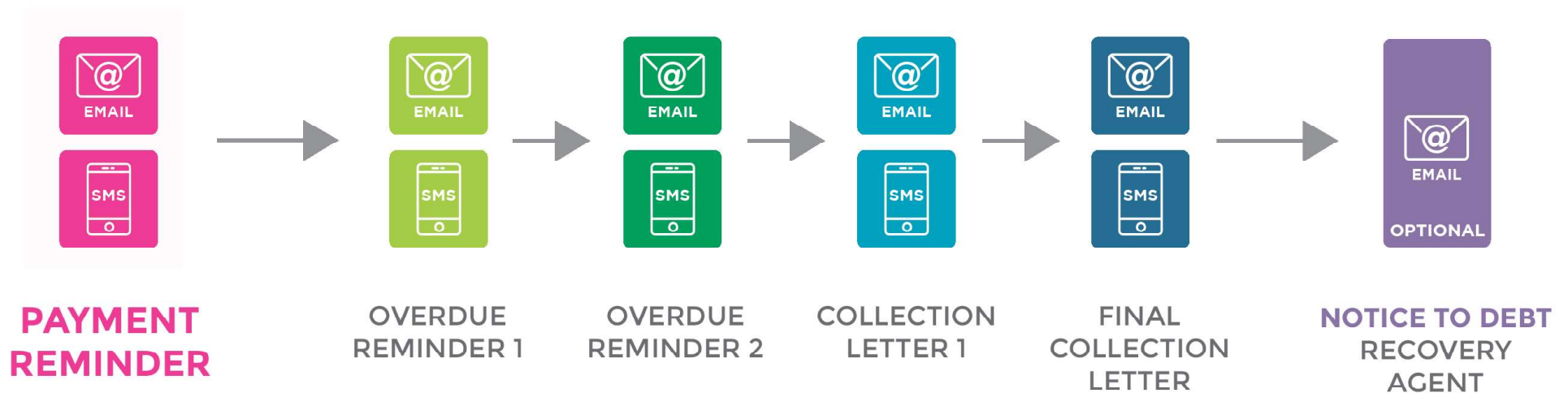
Operational efficiency resulted in debtor management moving **from 3 days to 2-3 hours per week**



It now **requires 5 minutes per week to manage**



SEAMLESS AUTOMATED SYSTEM



69%[^] OF DEBTS SETTLED AFTER THE 1ST REMINDER

[^]Sample of existing clients

Seamless
integration
across multiple
business units

Name	Number		Date Created	Days	Amount	Status
1 1	ORC105 2	✗ ✗ ✗	07/11/2016	281	\$650.00	New
10 10	ORC105 3	✗ ✗ ✗	14/11/2016	275	\$650.00	New
11 11	ORC105 4	✗ ✗ ✗	14/11/2016	275	\$650.00	New
12 12	ORC105 5	✗ ✗ ✗	14/11/2016	275	\$650.00	New
13 13		✗ ✗ ✗	14/11/2016	275	\$1300.00	New
14 14	ORC105 8	✗ ✗ ✗	14/11/2016	275	\$650.00	New
15 15	ORC105 9	✗ ✗ ✗	14/11/2016	275	\$650.00	New
16 16	ORC106 0	✗ ✗ ✗				
2 2	ORC106 1	✗ ✗ ✗				
3 3	ORC106 2	✗ ✗ ✗				

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IODM
Rein In Receivables

Debt Collection

Dear Ang Teck,

You have an outstanding debt of **\$2,150.00** that is overdue.

This has been referred to a debt collection company for collection. Please refer to the attached notice for details. Alternatively, payments can be made accordingly.

If there are reasons to why this invoice remains unpaid, or you have a query, please click query invoice.

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**

EXECUTIVE MANAGEMENT



Mark Reilly
Executive Chairman



Damian Arena
Co-Founder /
Director of Sales

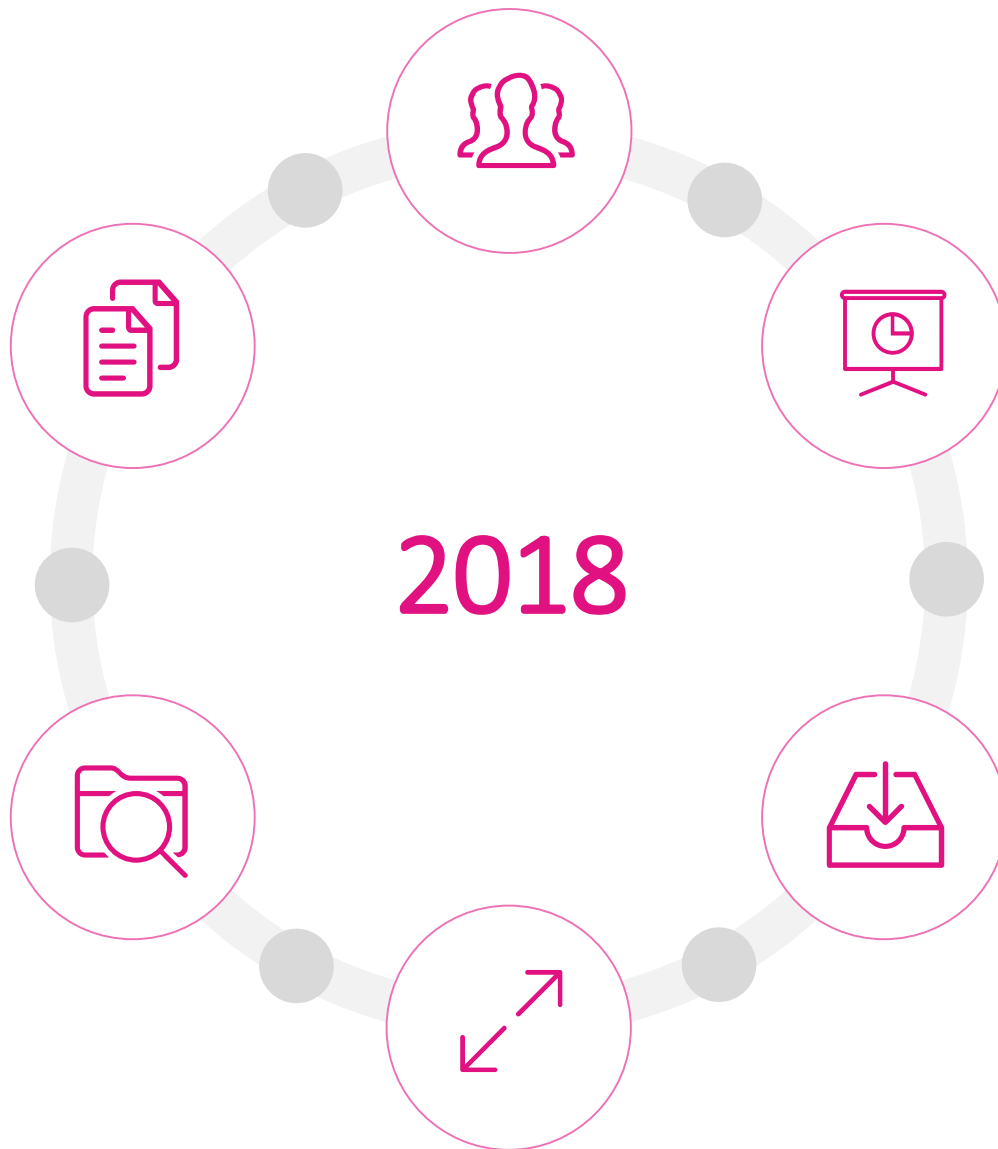


Petrina Halsall
General Manager /
Company Secretary



Chris Ward
Software
Development
Manager

SHORT TERM OBJECTIVES



- Continue to gather data to **support the platform**
- **Growth of pipeline** - Expand Sales and Marketing resources to manage the longer lead time to sales completion
- **Strengthening our partnerships** with strategic alliances; NCI and EC Credit Control
- **On-board 2 mature businesses** under the licence model by June 2018
- **On-board at least 4 more average businesses** under the subscription model by June 2018
- **On-board multiple small businesses** under the subscription model through our Alliance channels
- Continue to onboard **further divisions of existing clients**
- Move to cashflow **breakeven by 2Q19**

Customers
**appreciate the
simplicity** and
businesses do too



Rein In Receivables

Overdue Reminder

Dear Chris,

We have recently contacted you requesting payment of your overdue invoices for **\$12,900.00**

To find the details of your invoices, please click invoice summary.

If you have any queries, click query invoice or contact our office.

[Pay Now](#)

[Query Invoice](#)

[Invoice Summary](#)

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Mark Reilly
Executive Chairman

Investor Presentation April 2018