

IODM Limited

December Quarter 2018 Report and Update

Leading accounts receivable and operational efficiency solution company IODM Limited (ASX: IOD) ("IODM" and "Company") is pleased to provide a report of its activities for the quarter ending 31 December 2018.

Highlights

- **Cash receipts for the half were up 40% on previous quarter**
- **The value of invoices for the calendar year 2018 imported in to the IODM system totalled ~\$560m versus ~\$64m in calendar year 2017, an increase of 771%**
- **The number of invoices for the calendar year 2018 imported in to the IODM system totalled ~175,000 versus ~22,600 in calendar year 2017, an increase of 674%**
- **Execution of letter of understanding for first Collaboration and Strategic partnership, with the Australian subsidiary of an American Financial Services company**
- **Completion of capital raising of \$500,000 to fund an IT upgrade and increase in sales force**

During the December quarter the Company continued to grow its cash receipts versus both last quarter (up 40%) and the previous corresponding period (up 161%). Likewise, the company measured where the business stood at the end of the calendar year versus the previous year and has reported substantial growth in all the key areas of Invoices by value uploaded (up 771%) and Invoices by number uploaded (up 674%).

The company also signed its first Collaboration and Strategic partnership with the Australian subsidiary of an American Financial services company which has global operations. The partnership will be operational in Australia only. Our partner has already referred several its clients to us which we are in the process of tendering on and expect decisions in the 2nd half of the 2019 year.

The company announced in December that it had completed a share placement to raise \$500,000 at 1.5 cents per share. The placement was as a result of an increase in demand for the software over the last quarter and the momentum that the business is encountering.

The Company has increased the Sales division which has already led to an increase in requests for the company to tender for a significant amount of Corporate and Enterprise size accounts, which are expected to convert in the 2nd half of the 2019 year.

For further information, please contact Mark Reilly on 0418 921 993 or mark.reilly@iodm.com.au.

IODM Limited

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Contact Details: 03 8396 5890 Email: info@iodm.com.au Website: www.iodm.com.au



About IODM

IODM is an Australian 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.

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