



Rein In Receivables

1H 19 Amended Results
Presentation
February 2019

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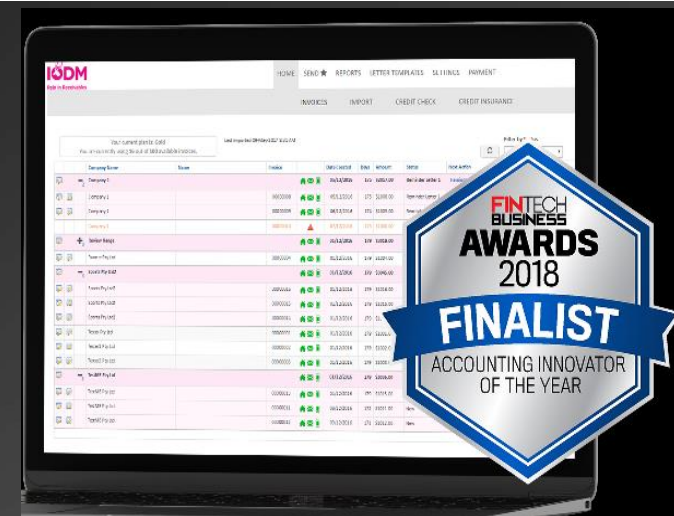
Results

	1H FY19	1H FY18	% DIFF
Revenue	0.186	0.09	107
Loss from continuing operations	-0.37	-0.39	5
Cash Receipts	0.16	0.09	78
Cash Payments	-0.87	-0.9	-3
Cashflow	-0.38	-0.42	10
R&D Tax Offset	0.32	0.43	-26
Annualised Revenue	0.60	0.19	216

Revenue up
107%

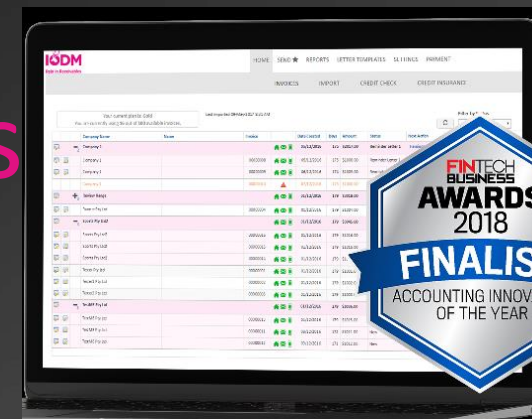
Loss down
5%

Cash Burn
reduced by 10%



Revenue Performance Indicators

	1HFY19	1HFY18	% DIFF
Opening Subscription AR	0.36	0.16	125
New Subscription AR	0.16	0.03	433
Opening Licence AR	0.07	0	
New Licence AR	0	0	
Churn	0	0	
Annualised Revenue (AR)	0.59	0.19	211
Implementation Revenue	0.01	0.01	
Reported Revenue	0.186	0.09	107



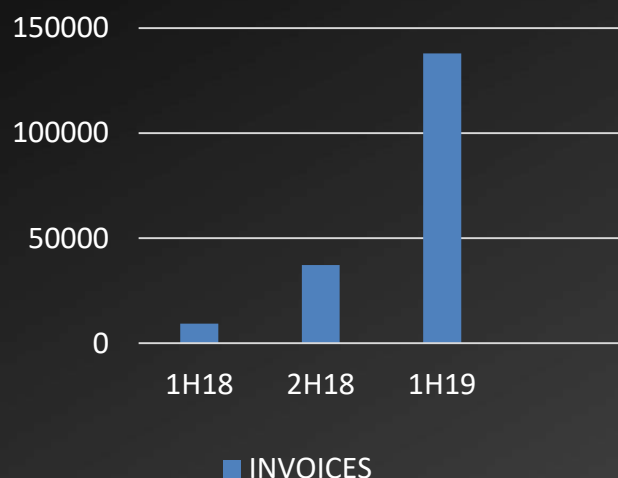
Subscription Revenue is paid monthly and recognised as Revenue on each monthly invoice

Licence Revenue is paid yearly and recognised over the life of the contract. Contract length is 1 to 3 years

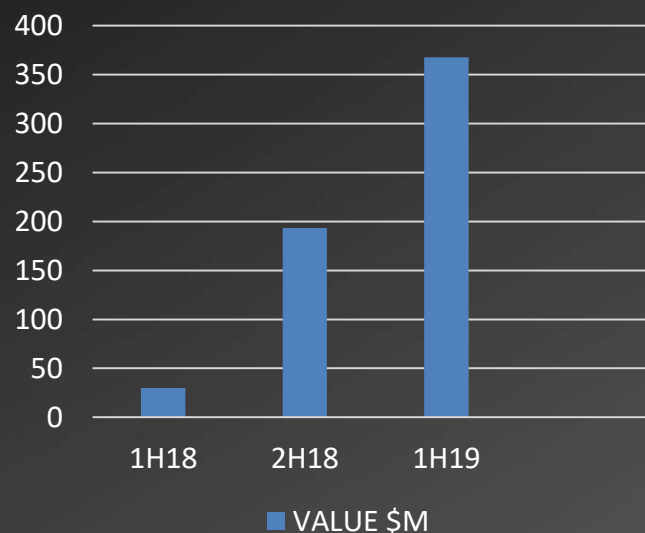
Implementation Revenue is invoiced at point of completion and receipted before client can use the system

Business Growth

Growth in Invoice numbers



Growth in Invoice value



As highlighted in recent disclosures, the addition of more sales staff and the signing of our Collaboration and strategic partnerships have been producing leads and tender opportunities that are now producing record levels of growth in activity as evidenced by the above charts



Business Highlights

Clients

- Client base continues to grow
- Industry penetration is broadening
- New client generation continues to hit new highs

Revenue

- Annualised Revenue at its highest, running at \$600k
- Underpinned by a mix of industries
- Implementation time reducing, fast tracking revenue recognition

Costs

- Continuing to restructure operational staff geared for sales
- Successfully focused on capping costs through the restructure
- Commencing infrastructure expansion to handle expanded business



Revenue Contribution

Licence

- FY18 Contribution was 0
- HY19 Contribution was 38%
- Annualised Revenue* contribution is 12%
- Target Contribution is 40%

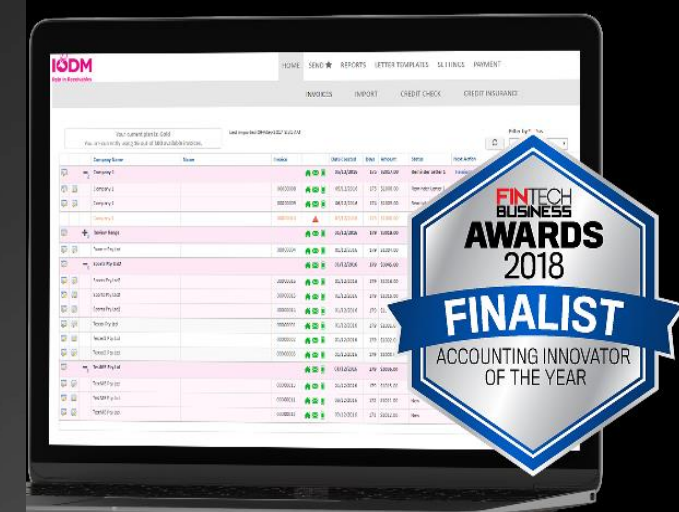
Subscription

- FY18 Contribution was 44%
- HY19 Contribution was 57%
- Annualised Revenue* contribution is 88%
- Target Contribution is 40%

Implementation

- FY18 Contribution was 56%
- HY19 Contribution was 5%
- Annualised Revenue* contribution is not forecast
- Target Contribution is 20%

*Annualised Revenue does not take in to consideration Implementation Revenue when forecasting





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



Rein In Receivables

Mark Reilly
Managing Director

