



# IODM

**Rein In Receivables**

FY19 Results Presentation  
August 2019

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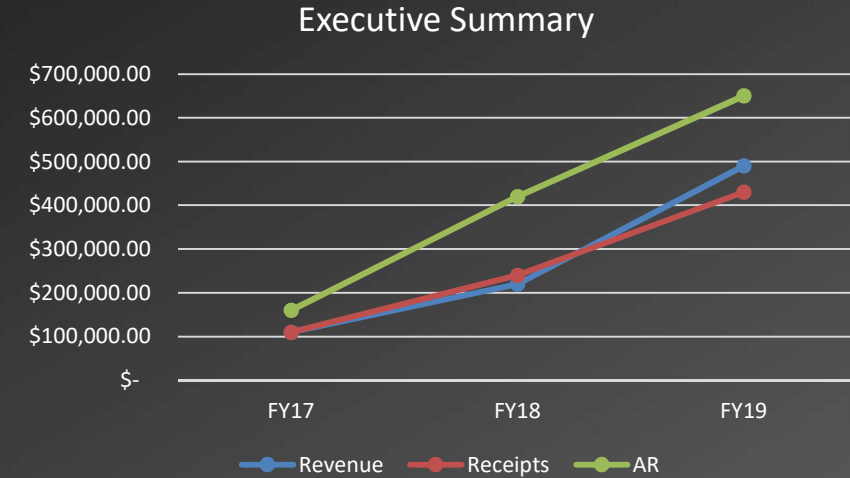
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# Executive Summary

Millions	FY18	FY19	VARIANCE
Revenue	0.22	0.49	122%
Loss from continuing operations	-0.88	-1.1	-25%
Cash Receipts	0.24	0.43	79%
Cash Payments	-1.48	-1.88	-27%
Cashflow	-0.83	-1.1	-32%
R&D Tax Offset	0.43	0.33	
Annualised Revenue	0.42	0.65	54%



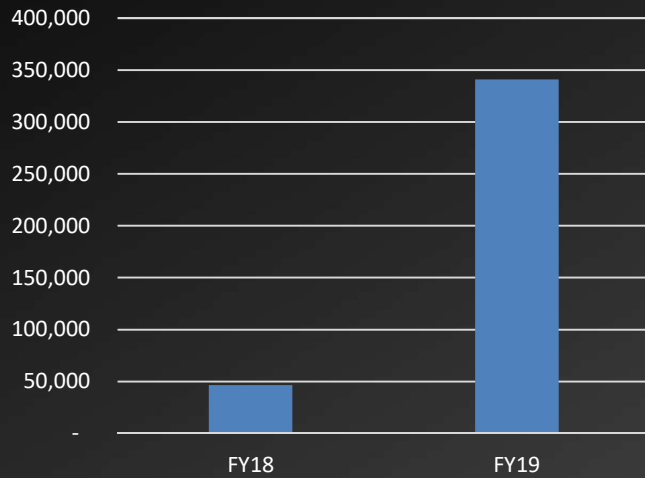
Revenue up  
Up 122%

Cash Receipts  
Up 53%

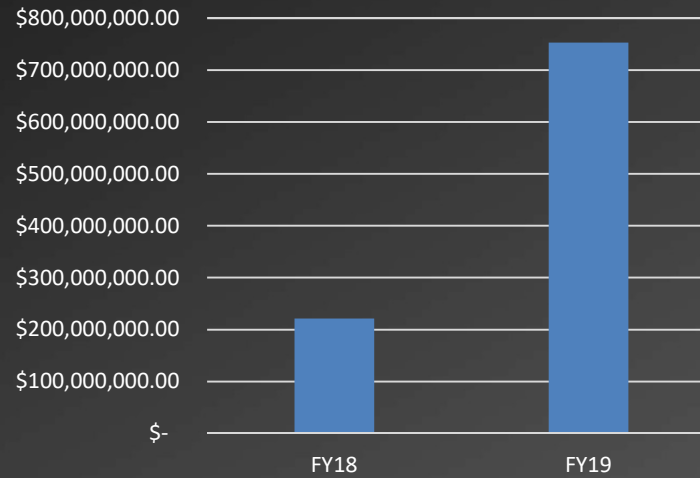
Annualised  
Revenue Up  
54%

# Business Growth

Invoice Numbers



Invoice Value



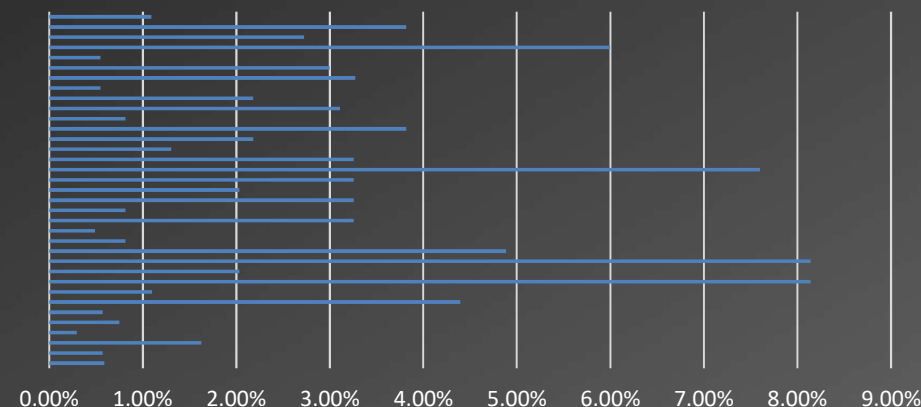
As expected, strong growth in invoice numbers and invoice value with an average invoice value of ~\$2,200 per invoice

# Revenue Performance Indicators

	FY18	FY19	Variance
Opening Subscription AV	0.16	0.36	125%
New Subscription AV	0.20	0.20	
Opening License AV	0	0	
New Licence AV	0.07	0.03	
Churn	-0.01	-0.04	
<b>Annualised Revenue</b>	<b>0.42</b>	<b>0.65</b>	<b>54%</b>
Implementation Revenue	0.06	0.08	33%
Reported Revenue	0.22	0.49	122%

AV is Annualised Value recognised as the amount of invoices per month multiplied by 12 contracted for implementation

Rev concentration by client



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

License 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

# Commentary

## Corporate commentary and subsequent updates:

- The company has commenced Business Development in the United Kingdom and Western Europe
- The company will look to expand and negotiate the Strategic partnerships to the benefit of shareholders
- The company will continue to develop new lines of revenue
- IODM will be making a R & D tax offset claim in excess of \$180,000 in September 2019
- As disclosed on 4 July 2019, IODM raised further capital of ~\$625,000

## Result commentary:

- Revenue was up 126% consistent with the sales and marketing strategy
- Net loss increased due to the investment in sales, marketing and architecture as planned
- Produced a record month in June of ~\$83k in sales
- Sales increase in June has increased Trade Receivables.
- The major items in the ~\$174k end of year figure are:
  - I. ~\$66k outstanding which was invoiced in June
  - II. ~\$12k outstanding which was invoiced in May
  - III. ~\$43k held as security deposit for the premises
  - IV. ~\$46k of prepayments

# Business Highlights

## Clients

- Focus on Enterprise Clients continue to increase contract size
- Multiple industries engaged underlining the software is not industry specific
- Early signs are that clients are looking for a working capital management tool and a governance function
- Existing clients adding more divisions

## Revenue

- Annualised Revenue continues to grow
- Largest client equates to 8% of revenue versus 27% last Financial Year
- Early indication shows that overseas markets will skew this as client contracts look to be larger than domestic
- Implementation Revenue is growing

## Costs

- Costs and Operational Loss higher due to the expansion of the Architecture which is ahead of budget and time
- Sales staff has increased wages
- This is consistent with the company's business plan





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  
CEO

