

## **IODM Limited**

### **September Quarter 2019 Report and Update**

Leading accounts receivable and operational efficiency solution IODM Limited (ASX: IOD) (“IODM” and “Company”) is pleased to provide a report of its activities for the quarter ending 30 September 2019.

#### **Highlights**

- **September receipts were flat on the previous quarter as previously disclosed due to the change in billing practices**
- **Number of invoices imported into IODM system for the quarter was 215,685 while value of invoices imported into the system was \$241.1m**
- **Change of billing practices has increased pipeline as expected**
- **Subsequent events have seen ~\$200,000 receipted in a Research and Development Tax Incentive**

The Company has continued to move forward with its sales process by changing the offering to industry-based metrics. This has seen a bring forward effect regarding pipeline discussions which the company intends to accelerate to manage workloads it expects from the Western Union Agreement.

The company has now visited the Western Union Asia Pacific offices in Hong Kong and Singapore and has just returned from the United Kingdom where it presented to the WU global leadership team. This agreement is a focus for the group and is being accelerated with the expectation of traction being gained in the back half of 3QFY20.

While cash reserves were low at the end of the quarter, the company has always maintained a focus on preserving shareholder value and will continue this prudent path.

For further information, please contact Anthony Smith at [Tony.Smith@iodm.com.au](mailto:Tony.Smith@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.

#### **IODM Limited**

**ABN:** 28 102 747 133 **ASX Code:** IOD

Registered Address: Level 5, 22 Albert Road, South Melbourne, Vic, 3205

Contact Details: 03 8396 5890 Email: [info@iodm.com.au](mailto:info@iodm.com.au) Website: [www.iodm.com.au](http://www.iodm.com.au)