



**IODM**  
**Rein In Receivables**

Investor Presentation  
October 2019

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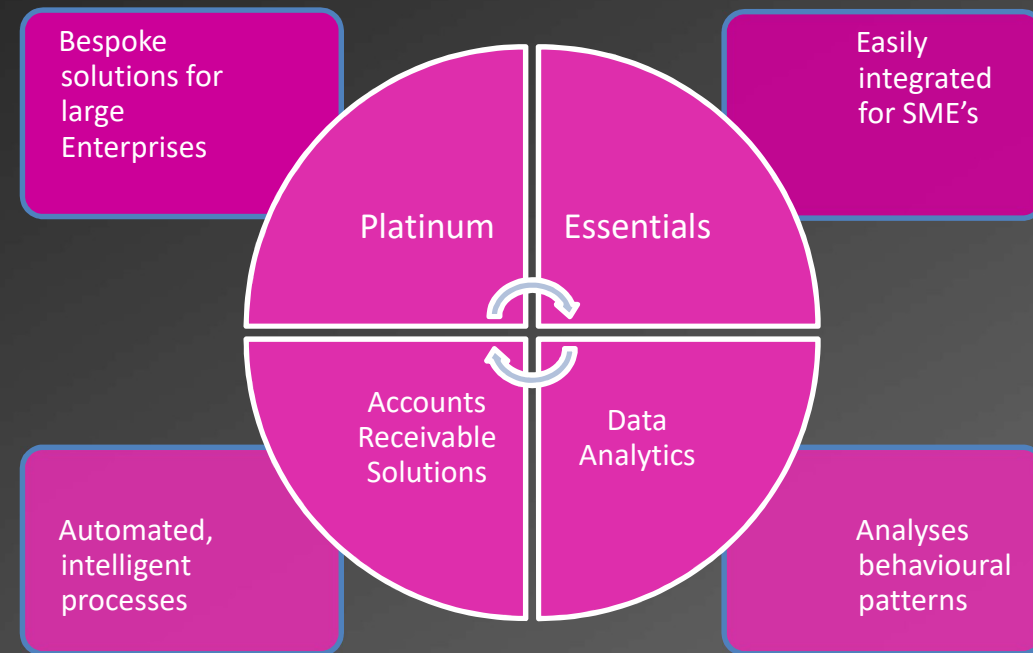
# Company Overview

IODM uses digital technology to automate the accounts receivable process and communications. Simple and quick to implement, it assists business' in collecting what is rightfully theirs, their cash, immediately.

Formed in 2008, the company, headquartered in Melbourne, Australia, is listed on the ASX and currently has clients across three continents.

The board consists of Paul Kasian (Non-Executive Chairman), Brian Jamieson, David Ireland and Anthony Smith (All Non-Executive Directors).

Key Management Personnel are Mark Reilly (CEO), Petrina Halsall (GM), Chris Ward (CTO) and Peter Claydon (Sales)



*"Within half an hour of launching IODM, we had 17 responses and 72 payments"*

Narelle Cirillo, Group Credit Manager, Wilson Security

# Tangible benefits of automation

Cashflow Benefit

Immediate positive movement of working cashflow

Productivity

Automated processing and Data analytics help whole of line transaction from redeploying FTE's, assistance in supply chain and reduction in the current manual processes etc

Single Sign on Dashboard

Manages all processes, administration, divisions and jurisdictions including both multi-lingual and currency in one dashboard

Management of Tail

Efficient process to manage all your client transactions which does not discriminate by size thus even managing high volume, low value transactions providing best practice governance

Operational  
Cost Offsets

Reduction of or redeployment of FTE, holding costs and postage

Scalable

Additional jurisdictions, divisions or acquisitions can be seamlessly added on

# Intangible benefits of automation

## Single Customer View

Merges databases into one centralised system, creates a global view of the debtor book

## Enhance Experience

The standing procedure is to send an initial reminder letter after the terms of trade becomes overdue, IODM not only allows you to customize this by client but it starts the communication before the payment date to ensure a call to action process is followed

## Improve Visibility

Both email and phone queries relate to provision of a copy of a late invoice. The solution allows for a link to invoices on reminder letters.

## Develop Synergies

Can be used across all existing accounting systems and jurisdictions. The data analytics can be used for understanding customer behavior and manipulating same to best practices

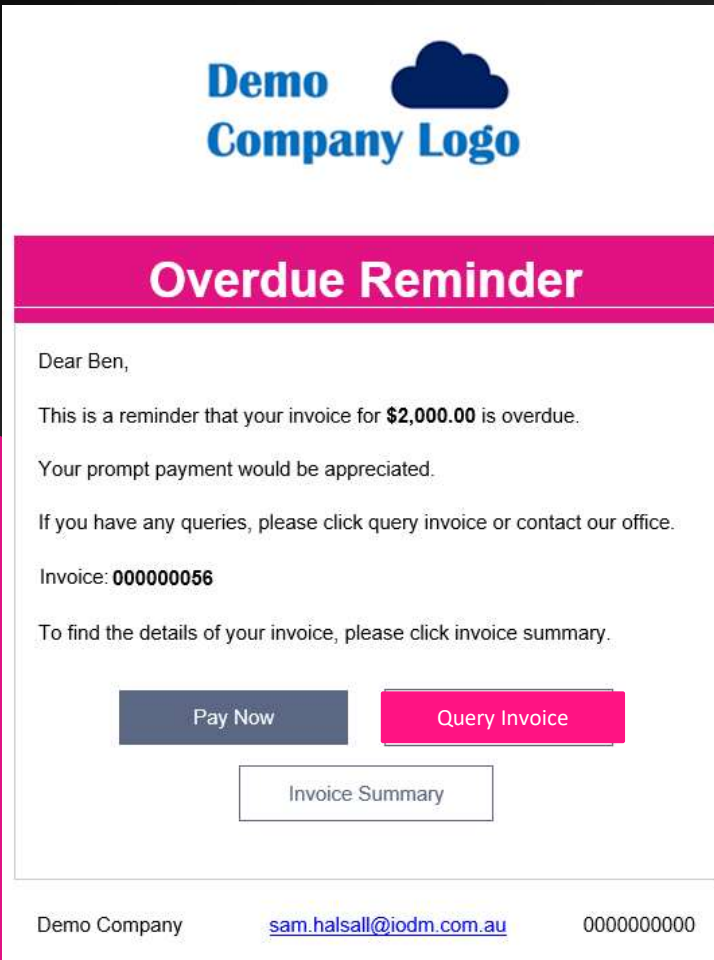
## Aligned to Strategic Direction

Streamlined integration of invoicing across all business units and aligns with business principles:

- automation
- technology
- efficiencies
- process improvement
- workflow

# Data Collection

The Query Invoice button provides a business with valuable data that assists operational efficiencies and profiles customer behavioural patterns ensuring that the data analytics collected are put to good use. Used on payment reminders to ensure prompt payment or overdue reminders to get to the heart of why an invoice is outstanding, the query button is extremely powerful and is used to overcome objections on non-payments early in the invoices life cycle.



**Demo Company Logo**

## Overdue Reminder

Dear Ben,

This is a reminder that your invoice for **\$2,000.00** is overdue.

Your prompt payment would be appreciated.

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

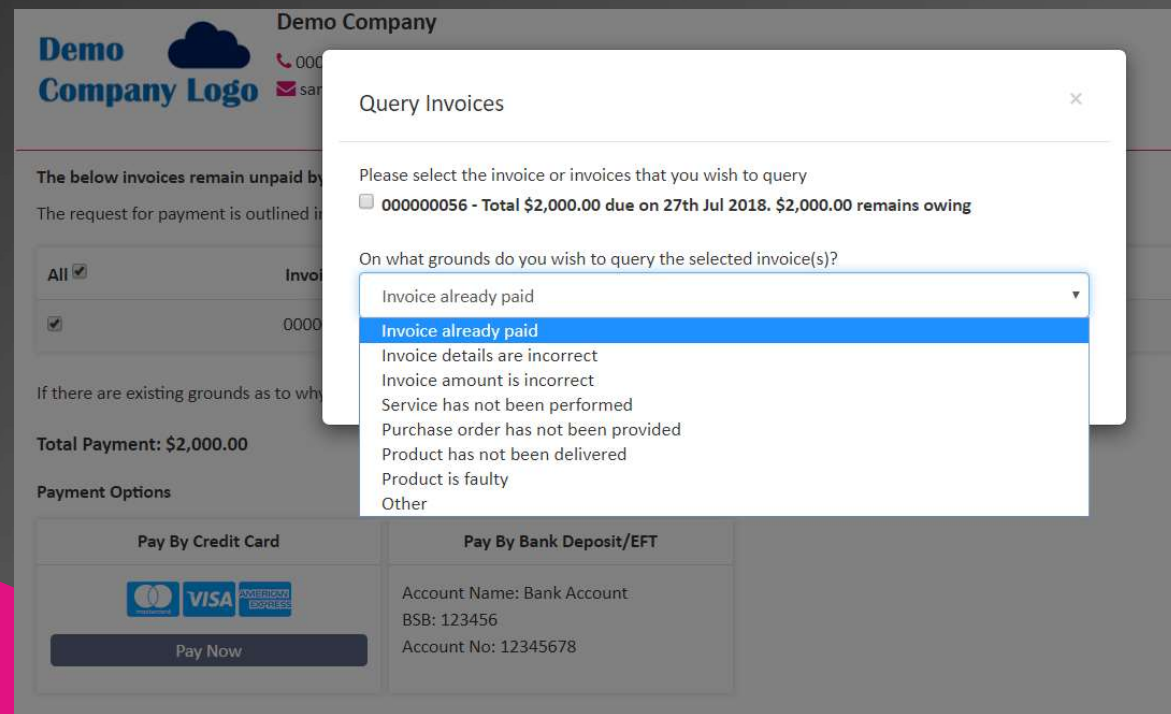
Invoice: **000000056**

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

[Pay Now](#) [Query Invoice](#)

[Invoice Summary](#)

Demo Company [sam.halsall@iodm.com.au](mailto:sam.halsall@iodm.com.au) 0000000000



**Demo Company Logo**

The below invoices remain unpaid by  
The request for payment is outlined in

All  Invoice  
 0000

If there are existing grounds as to why

Total Payment: \$2,000.00

Payment Options

Pay By Credit Card

Pay By Bank Deposit/EFT

Account Name: Bank Account  
BSB: 123456  
Account No: 12345678

[Pay Now](#)

### Query Invoices

Please select the invoice or invoices that you wish to query

000000056 - Total \$2,000.00 due on 27th Jul 2018. \$2,000.00 remains owing

On what grounds do you wish to query the selected invoice(s)?

- Invoice already paid
- Invoice already paid**
- Invoice details are incorrect
- Invoice amount is incorrect
- Service has not been performed
- Purchase order has not been provided
- Product has not been delivered
- Product is faulty
- Other

# IODM Connect Features

Communicate prior to due date

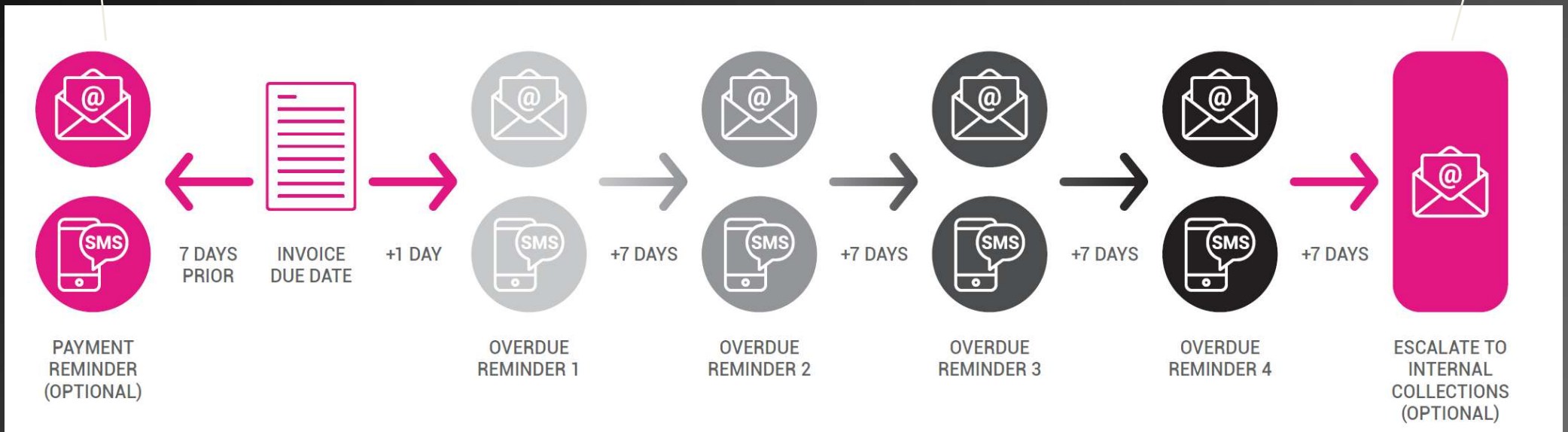
Integrate with existing ERP

Query feature dispute resolution

Communication Tracking

User Audit Trail

Escalate to internal or external connections



Tag salespersons/ collectors/ divisions

Customise multiple workflows to meet terms of trade

Client note history

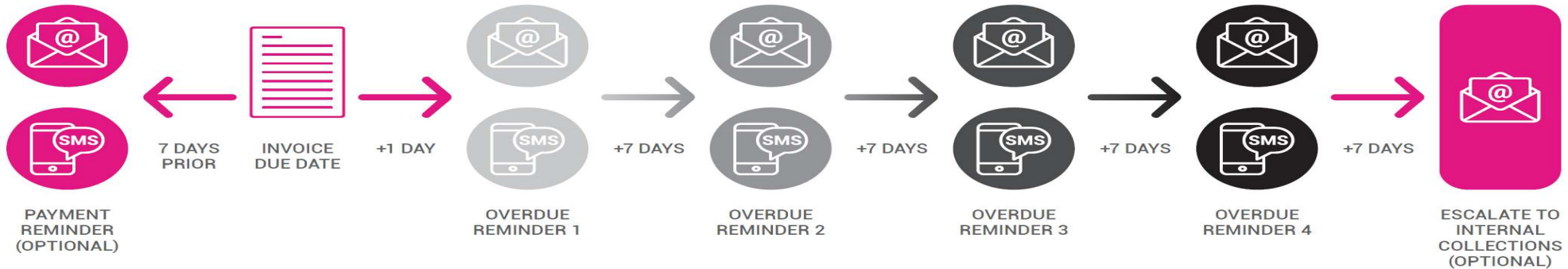
Link to customer portal

Can attach invoice

Link to pay now

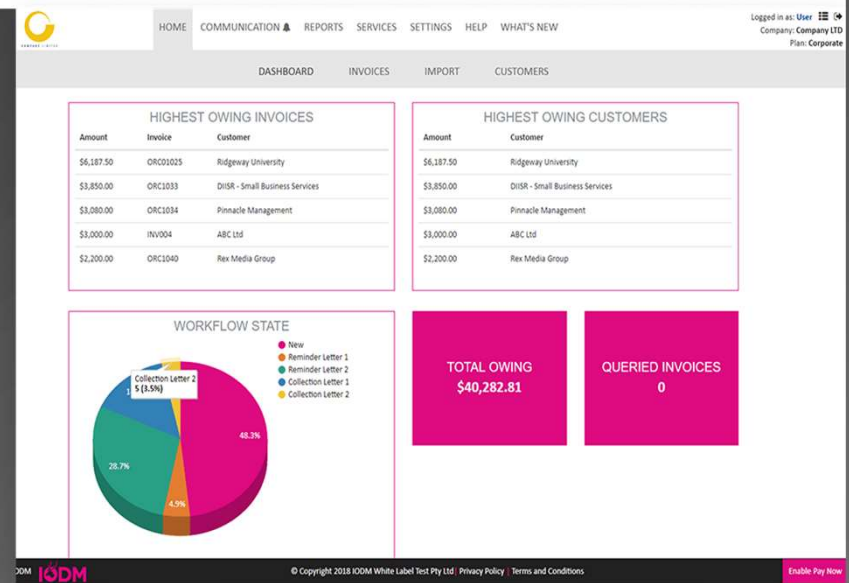
Comprehensive reporting/ analytics

# Internal Collections Workflow



The collection of the business's cash does not begin once a customer hasn't paid, it starts once the invoice has been generated. The easy to use system imports all invoices and ensures that your business is positioned well to effect the terms of trade.

The easy to use dashboard has everything at your finger tips and enables you to have everything you need to run your working capital efficiently





# Communications, Relationships and Ease

Thu 26/09/2019 1:16 PM  
peter.claydon@iodm.com.au  
Second Reminder - Overdue Account

Attachment.pdf  
79 KB

YOUR LOGO HERE

## Payment Reminder

Dear Davey,

This is a kind reminder that you have invoices due to be paid for a total amount of **\$7,501.50**

Invoice: **ABC001 : \$500.10**  
**ABC002 : \$1,000.20**  
**ABC003 : \$1,500.30**  
**ABC004 : \$2,000.40**  
**ABC005 : \$2,500.50**

[Pay Now](#) [Query Invoice](#)

[Invoice Summary](#)

Ability to Pay Now or Query an Invoice at any point of the relationship

YOUR LOGO HERE

## Overdue Reminder

Dear Davey,

This is a reminder that you have invoices overdue for **\$7,501.50**

Your prompt payment is appreciated.

Invoice: **ABC001 : \$500.10**  
**ABC002 : \$1,000.20**  
**ABC003 : \$1,500.30**  
**ABC004 : \$2,000.40**  
**ABC005 : \$2,500.50**

[Pay Now](#) [Query Invoice](#)

[Invoice Summary](#)

“Reminder. Your IODM invoices ABC001, 002, 003, 004, 005 for \$7,501.50 are outstanding.”

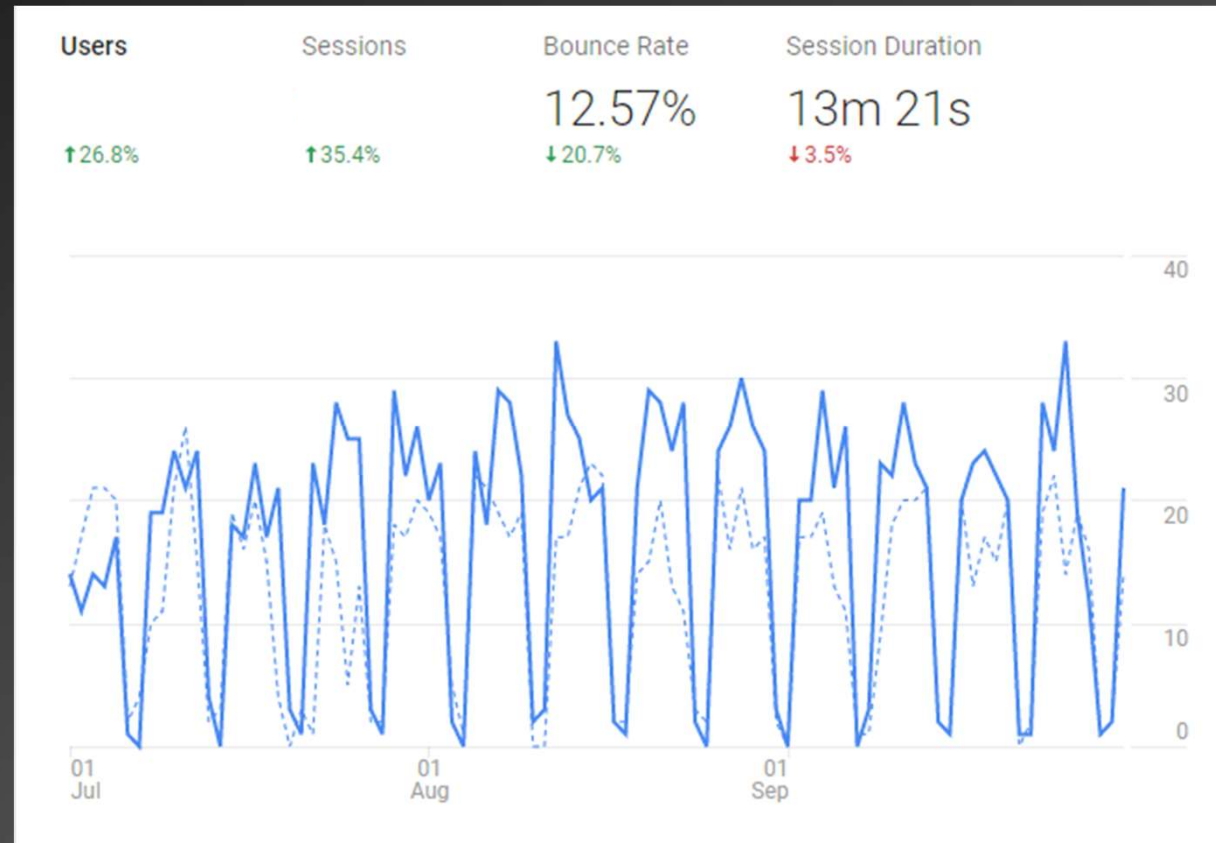
Reminders also come in SMS form

# Data Security and Privacy

- IODM is a cloud-based solution delivered via the Amazon Web Services (AWS) platform.
- Data is stored securely within the relevant jurisdiction and is not transferred outside of that jurisdiction.
- IODM performs a full backup of its database daily, with delta backups every half hour.
- Disaster Recovery Plan tested and ensures no disruption to operations under any circumstances.
- No unscheduled outages have resulted in 100% availability of the Application website for more than two years.

# The Technology

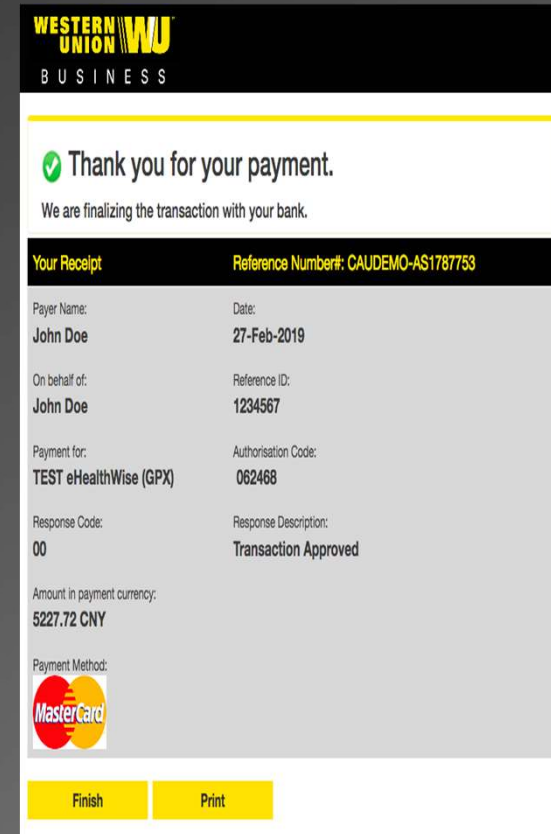
- Users up due to increase in clients over the last quarter (1Q20)
- Sessions up due to new clients and new divisions of existing clients (1Q20)
- Session duration down due to further understanding of the program (1Q20)
- Users only requiring 13 minutes on average to manage their AR






# Western Union Reciprocal Agreement

- Agreement has progressed swiftly.
- The company is finding WU professional and dynamic.
- The company is comfortable that the agreement puts the business both in a great branding and lead generation position for calendar year 2020.
- As the agreement is reciprocal, it has opened new revenue lines
- The company will continue to partner with like minded companies




**WESTERN UNION WU**  
BUSINESS

 **Thank you for your payment.**  
We are finalizing the transaction with your bank.

**Your Receipt**      Reference Number: CAUDEMO-AS1787753

Payer Name: <b>John Doe</b>	Date: <b>27-Feb-2019</b>
On behalf of: <b>John Doe</b>	Reference ID: <b>1234567</b>
Payment for: <b>TEST eHealthWise (GPX)</b>	Authorisation Code: <b>062468</b>
Response Code: <b>00</b>	Response Description: <b>Transaction Approved</b>

Amount in payment currency:  
**5227.72 CNY**

Payment Method:  


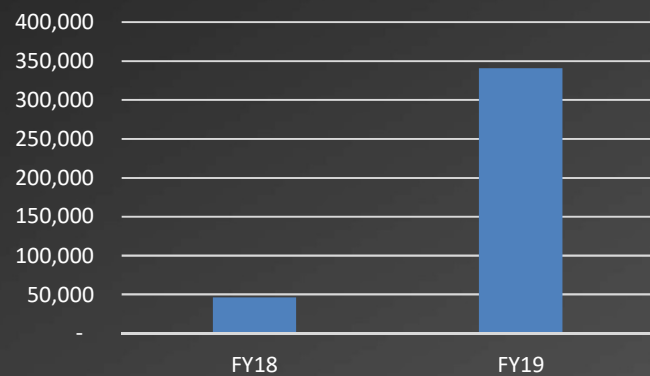
[Finish](#)      [Print](#)

# Results

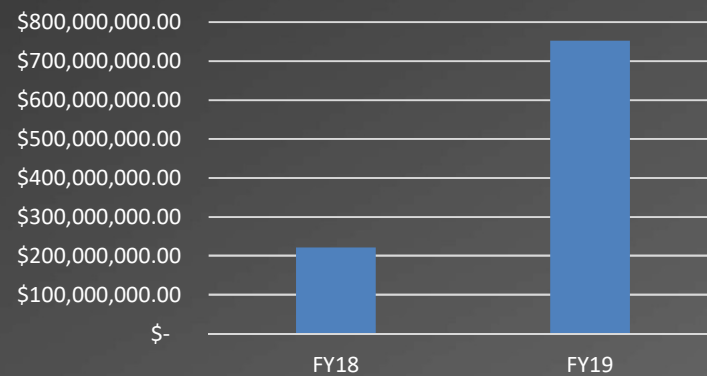
Revenue	FY19 0.49	Variance Up 122%
Loss from continuing operations	-1.1	Up 25%
Cash Receipts	0.43	Up 79%
Cash Payments	-1.88	Up 27%
Cashflow	-1.1	Down 32%
R&D Tax Offset	0.43	
Annualised Revenue	0.65	Up 54%

Clients are now be implemented and then billed in arrears rather than in advance. Early indications are that this encourages clients to implement in a quicker time frame and has allowed the business to bring forward some contracts, allowing the company to have more capacity to implement new clients in the foreseeable future. This will normalize after the second half of 2QFY20.

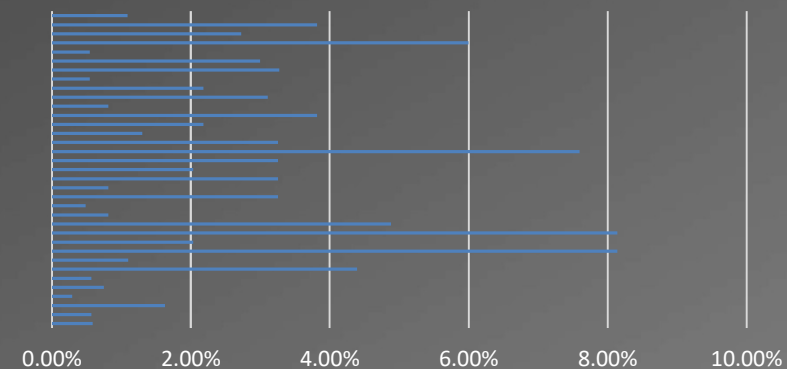
Invoice Numbers



Invoice Value



Rev concentration by client FY19



# Efficiencies through Automation

	Manual System	With Automation
Number of invoices	5,000	5,000
Average time to follow up 1 invoice	5 minutes*	n/a
Total follow up time	416 hours	1 hour



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**

QUESTIONS

Mark Reilly  
CEO

