



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

CEO AGM Presentation  
November 2019

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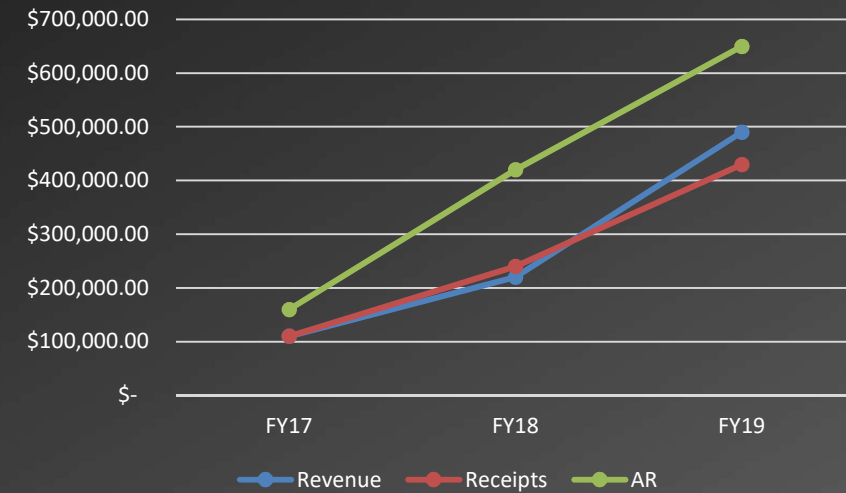
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# Executive Summary

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%

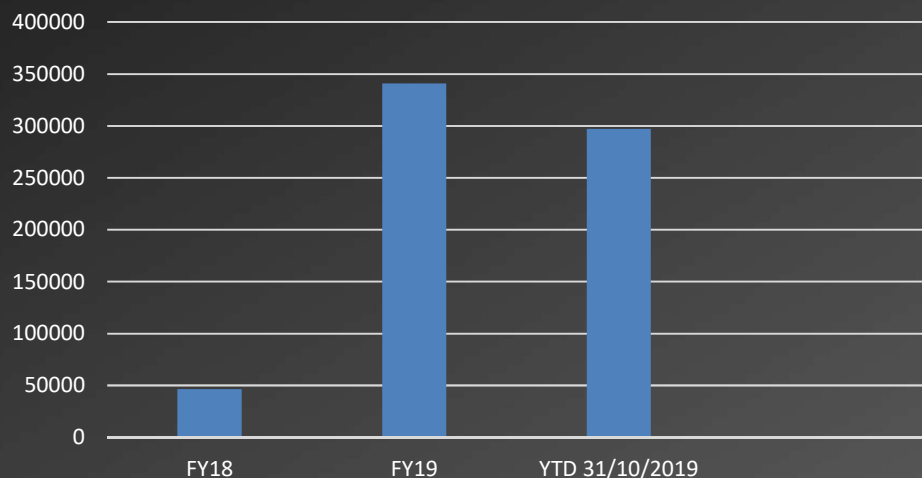
Annualised  
Revenue Up  
54%

# Revenue Performance Indicators

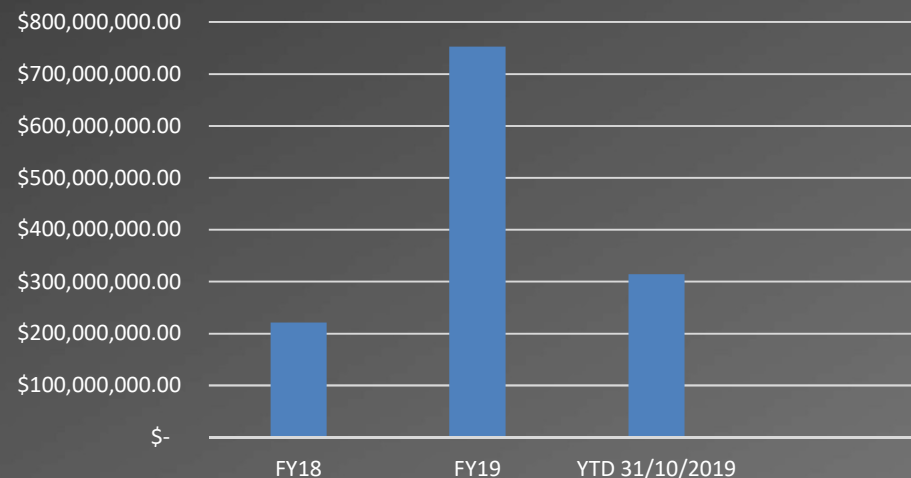
	FY18	FY19	Variance
Opening Subscription AV	0.16	0.36	125%
New Subscription AV	0.20	0.20	
Opening Licence AV	0	0	
New Licence AV	0.07	0.03	
Churn	-0.01	-0.04	
<b>Annualised Revenue</b>	<b>0.42</b>	<b>0.65</b>	<b>54%</b>
Implementation Revenue	0.06	0.08	33%
Reported Revenue	0.22	0.49	122%

Both Invoice numbers and value, as at 31<sup>st</sup> October 2019, are growing as expected for a company entering new markets. The company is now experiencing contributions from three countries albeit Australia still accounts for 98% of volume. The company will aim to report its geographical revenue contribution in the last quarter of FY2020 or earlier, if it becomes material

## INVOICES



## VALUE



# Update

## Corporate commentary:

- The Western Union agreement is now being extended to other regions.
- The company has executed an agreement with Procurement Australasia to become a member, which, amongst other things, allows it to work with government and education departments.
- The company is in negotiations to develop further agreements with similar profiles to the Western Union agreement.
- The company has added one line of revenue this year with the Western Union agreement and will continue to develop new lines of revenue where appropriate.

## Operational commentary:

- Domestic sales growing similar to previous periods.
- Western Union agreement has commenced well in Australia.
- Singapore and Hong Kong marketing plan and sales training has commenced and Sales are expected in CY2020.
- New IT architecture build is currently under budget. The product is now multi lingual, multi jurisdictional.
- Sales being generated in Australia, UK and New Zealand

# IODM Today

IODM allows you to start the collection of your cash process as soon as the invoice is generated, you no longer have to wait until someone hasn't paid, and nor should you. Using the AI capabilities also means it just doesn't collect your cash but also predicts customer behaviour, streamlines your overdue collection process, assists in operational efficiencies and it ensures that it is all done with compliance and governance in mind. Gone are the hours spent sending reminders out or having teams of staff on the phone. It can be all done from the one computer, with a simple download and single click.

## What has been added this year

Do you have overseas customers, IODM now has an overseas currency function. Through its agreement with Western Union, the IODM program now streamlines your currency conversion at the customer or company level. It can be as automated as receiving overseas revenue in your domestic currency at the point of invoice.

IODM is now also Industry ready, no matter what industry you are in, IODM is programmed to handle any regulatory requirements specific to your needs. Hardship concerns, Do not contact regimes, you name it, it is all ready for easy use.



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Mark Reilly  
CEO

