

22 May 2020

Company Announcements Office
Australian Securities Exchange
Rialto Tower,
525 Collins Street,
Melbourne, Vic, 3000

By Email


Dear Sir

ASIA INVESTOR PRESENTATION – MAY 20

Pursuant to the requirements of Listing Rules, please find attached Asia Investor Presentation for immediate release to the market.

The announcement has been authorised for release by the Board.

Yours sincerely,



Petrina Halsall

Company Secretary

IODM Limited

For further information please contact

Tony Smith

Anthony.smith@iodm.com.au

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 Website: www.iodm.com.au



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Asia Investor Presentation
May 2020

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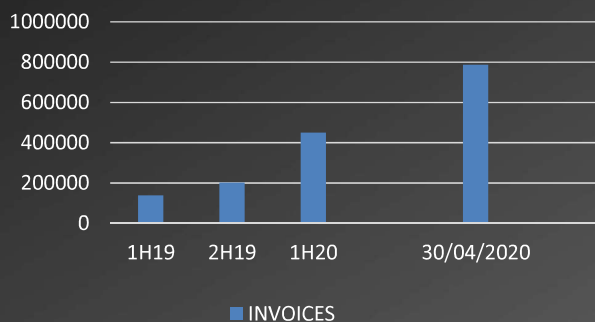
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CoVid 19 Trading Update

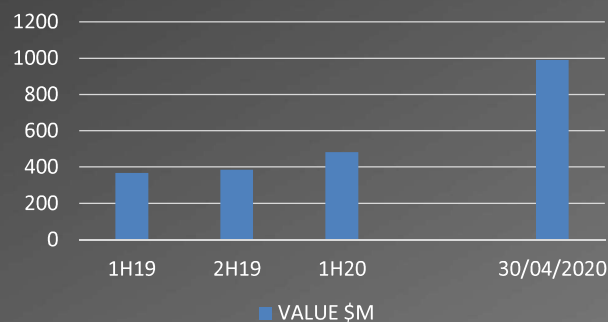
Since CoVid 19, the company has seen trends that businesses in Australia, the UK and APAC region are increasingly worried about the uncertainty surrounding cashflow in the short term and to an extent the lack of communication around the Accounts Receivable function between companies and their customers and clients. Both invoice numbers and value have seen sharp increases during this half which has been as a result of this environment.

We are continuing to see a need for diversification in businesses away from the consolidated outsourcing model due to certain regions self isolating and not being able to perform the expected functions.

Growth in Invoice numbers



Growth in Invoice value



Europe Update

- Western Union and IODM have launched in the UK and Europe
- Appropriate human resources have been identified in the region
- Customer acquisition has begun
- Product to be launched in 14 countries
- Unfunded cost of the European launch is <\$75,000

FOCUS INDUSTRIES

- Health
- Manufacturing
- Professional Services
- Hospitality



Western Union
Austria, Belgium, Czech Republic,
France, Germany, Ireland, Italy,
Netherlands, Poland, Slovakia, Spain &
UK
Direct Sales
Czech Republic, Denmark, Germany,
Hungary, Netherlands, Spain, UK

Global partnership with Western Union

WesternUnion WU

Business
Solutions

Together, WUBS and IODM provide an end to end, accounts receivable, payable and FX risk management solution for international businesses.

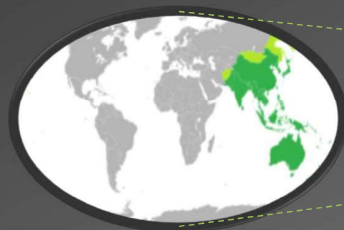
Our solution aims to optimise cashflow and working capital through a combination of process automation, efficient debtor management, FX risk mitigation and international trade expertise.

APAC Update

- Domestic sales have been expanded
- IODM Singapore Pte Ltd has launched in Asia.
- Further Singapore, Malaysia and Hong Kong sales staff have been contracted
- Lead generation continues to hit new highs.

FOCUS INDUSTRIES

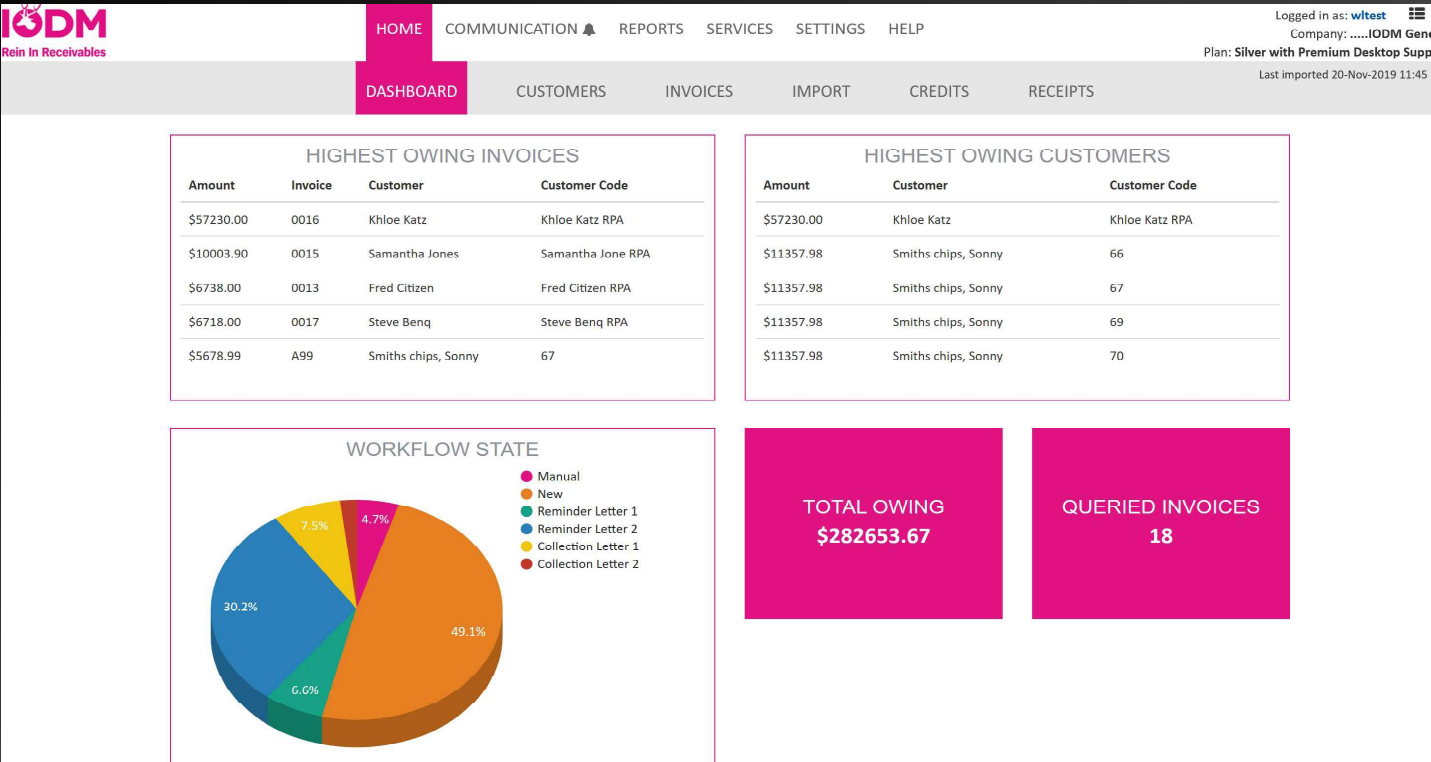
- Health
- Professional Services
- Hospitality
- Import/Export
- Financial Services
- Utilities
- Government



Direct Sales
Australia

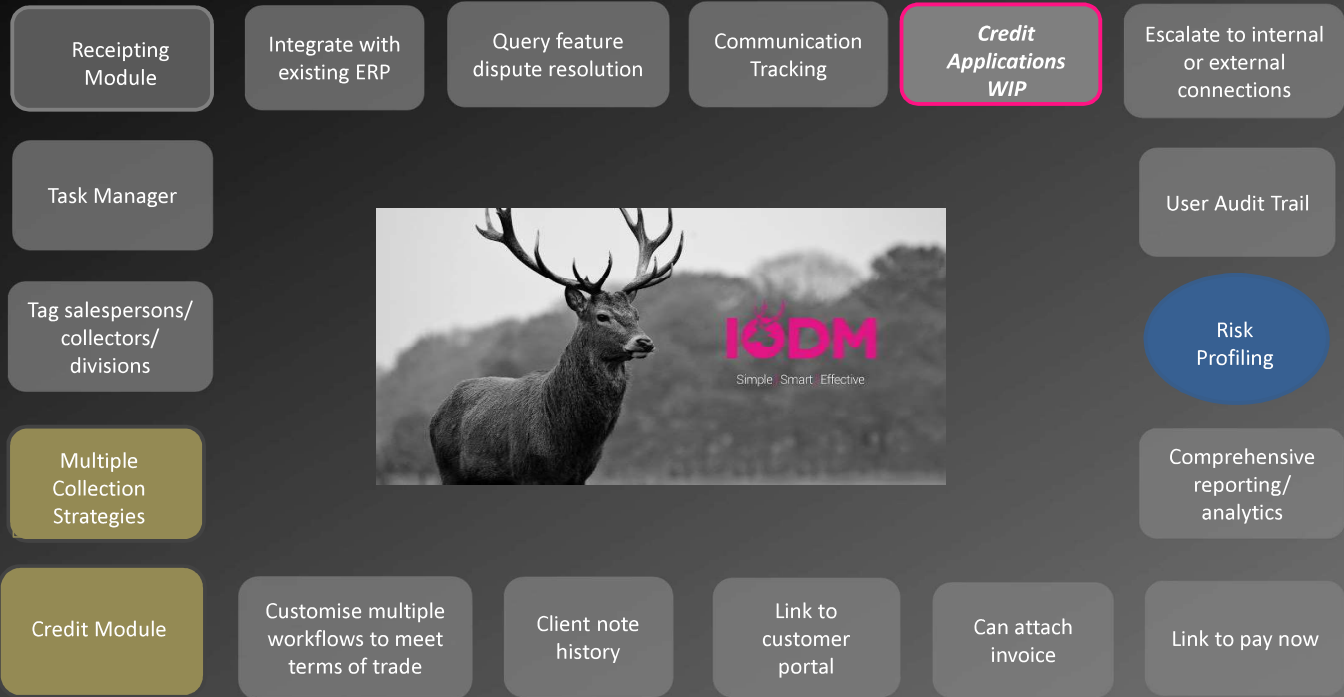
Western Union
Australia, Hong Kong & Singapore

The Product

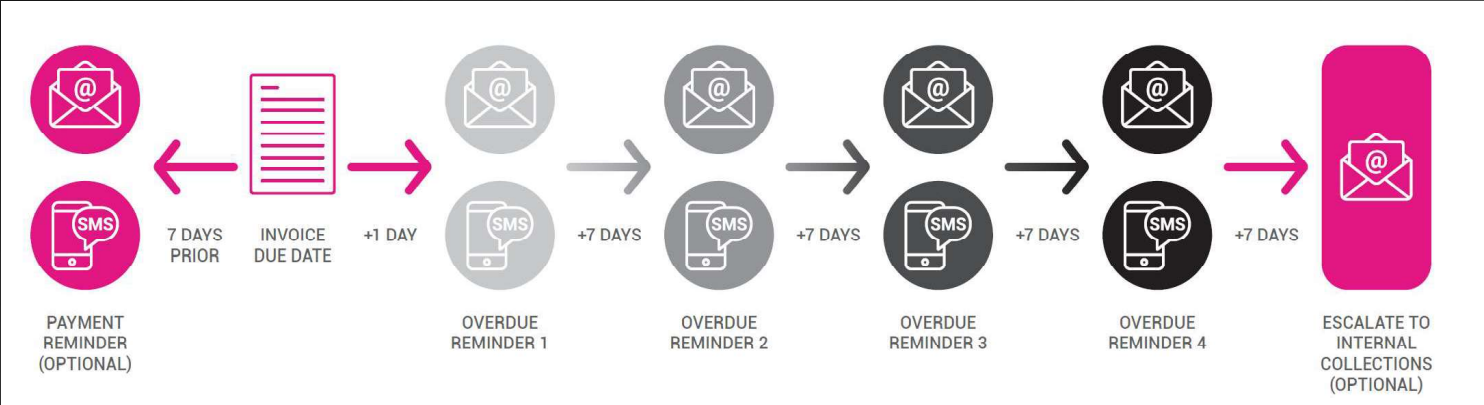


Management Reporting

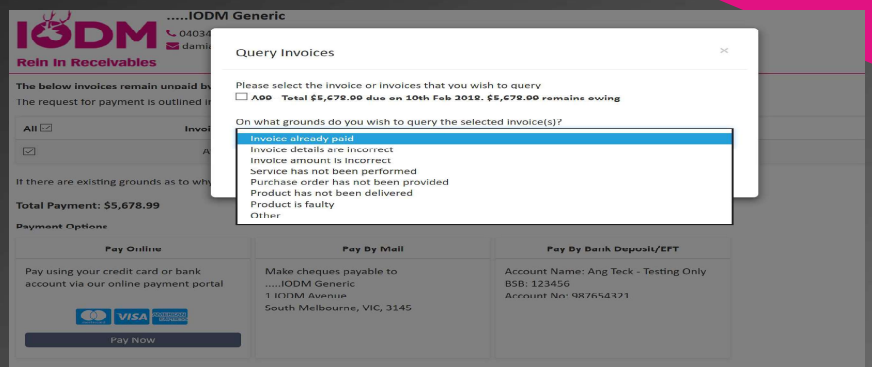
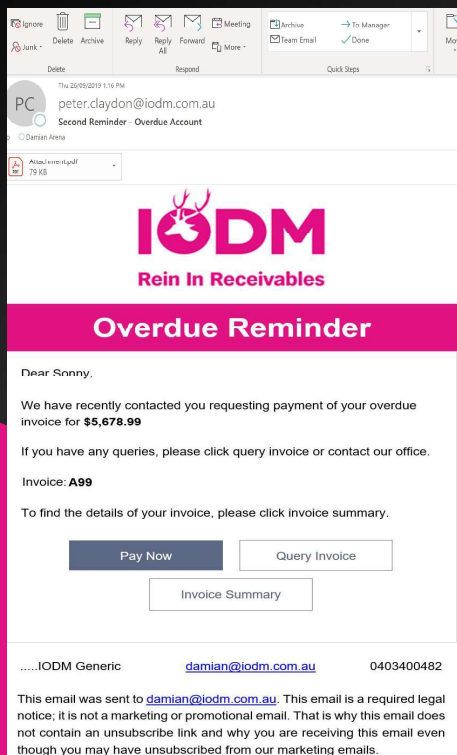
IODM Connect Features



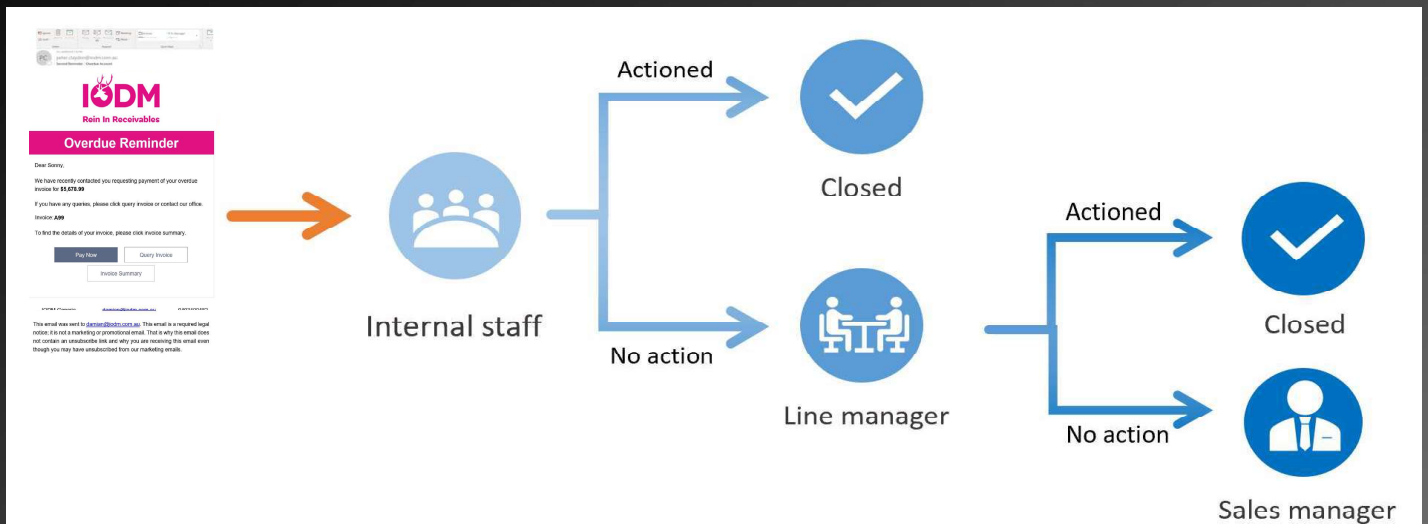
Multiple Workflows – Task Manager – (Standard Workflow)



Ability to Query an Invoice



Query Workflows – Task Manager





Rein In Receivables

Mark Reilly
CEO

