

1 September 2020

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

By Email

Dear Sir

RE: FY 20 – INVESTOR PRESENTATION

Pursuant to the requirements of Listing Rules, please find attached FY 20 – Investor Presentation for immediate release to the market.

The announcement has been authorised for release by the Board of Directors.

Yours sincerely,



Petrina Halsall

Company Secretary

IODM Limited

For further information please contact

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IODM Limited

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Hot Equities Webinar
Investor Presentation
September 2020

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About IODM

- Digital Accounts Receivable Solution
- ASX listed company
- HQ – Melbourne, Australia
- Global partnership with Western Union



The IODM story in numbers

5 years
in business

\$2.45
billion
of invoices
uploaded to IODM

65%
increase in cash
flow after IODM
implementation

76%
increase in cash
receipts in the first year
after IODM
implementation

4
continents around
the world use the
IODM's software

- **Global partnership with Western Union**

WesternUnion WU

**Business
Solutions**

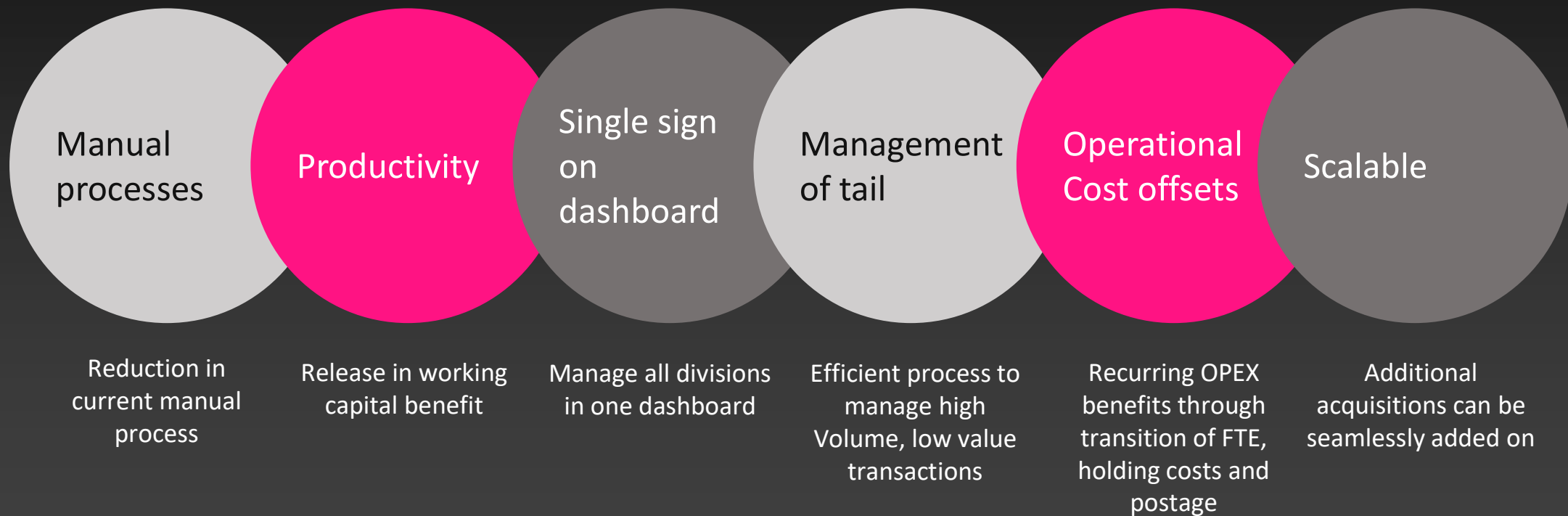
Together, WUBS and IODM provide an end to end, accounts receivable, payable and FX risk management solution for international businesses.

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.

Our Solution

A digital workflow solution, with **a call to action**, improves the order to cash cycle and gives you **full visibility** across all business units.

Tangible benefits of automation



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

Your name here 04034004
damian@

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


All ☒ Invoiced

☒ A

If there are existing grounds as to why

Total Payment: \$5,678.99

Payment Options

Pay Online	Pay By Mail	Pay By Bank Deposit/EFT
<p>Pay using your credit card or bank account via our online payment portal</p> <p></p> <p>Pay Now</p>	<p>Make cheques payable to Your name here 1 IODM Avenue South Melbourne, VIC, 3145</p>	<p>Account Name: Ang Teck - Testing Only BSB: 123456 Account No: 987654321</p>

Query Invoices

Please select the invoice or invoices that you wish to query

☐ A99 - Total \$5,678.99 due on 10th Feb 2018. \$5,678.99 remains owing

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

- 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

"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, Wilson Security

Ignore Delete Archive Reply Reply All Forward Meeting Archive Team Email To Manager Done Move

Thu 26/09/2019 1:16 PM

PC peter.claydon@iodm.com.au
Second Reminder - Overdue Account

Damian Arena

Attachment.pdf 79 KB

Your name here

Overdue Reminder

Dear Sonny,

We have recently contacted you requesting payment of your overdue invoice for **\$5,678.99**

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

Invoice: **A99**

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

Pay Now Query Invoice

Invoice Summary

Your name here damian@iodm.com.au 0403400482

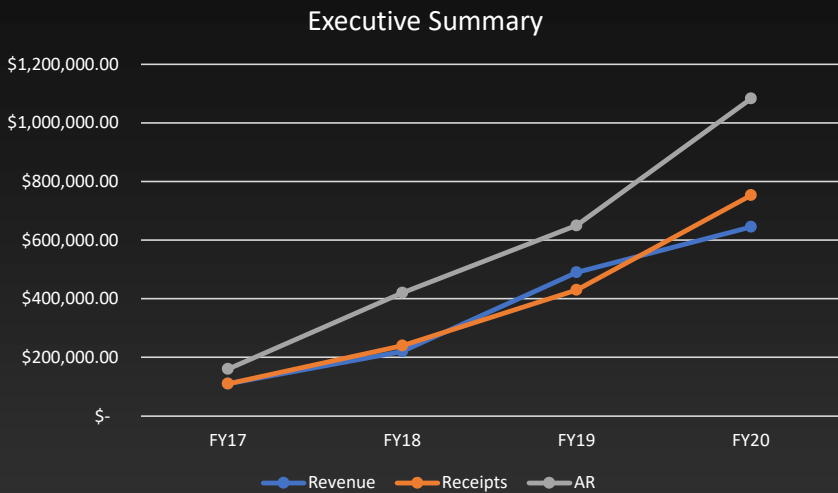
This email was sent to damian@iodm.com.au. This email is a required legal

Pay by any means

"IODM is great technology and a fantastic solution to the accounts receivable function within a business. It is a simple and efficient means of communicating with clients which yields immediate results. After overdue reminders are sent we receive a flurry of remittance advices and if any invoices are queried we are able to respond promptly which has helped reduce our debtor days." – Candice Perkins, KHQ Lawyers

Executive Summary

Millions	FY19	FY20	VARIANCE
Revenue	0.49	0.65	32%
Loss from continuing operations	-1.1	-2.4	-117%
Cash Receipts	0.43	0.75	74%
Cash Payments	-1.88	-2.65	-40%
Cashflow	-1.1	-1.6	-45%
R&D Tax Offset	0.33	0.25	
Annualised Revenue	0.65	1.08	66%



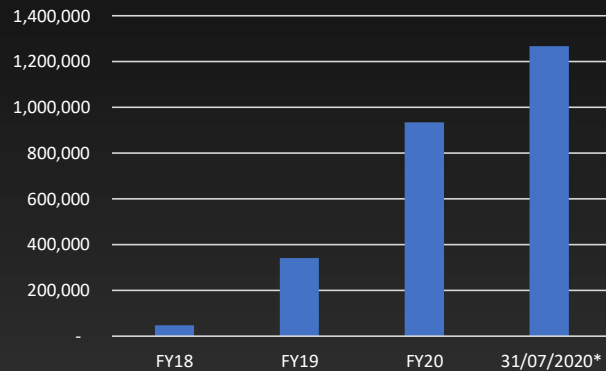
Revenue up
Up 32%

Cash Receipts
Up 74%

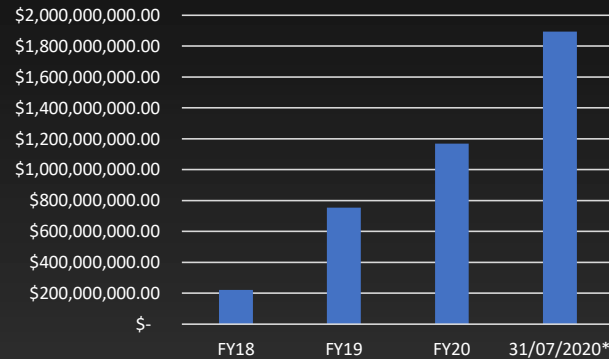
Annualised Revenue
Up 66%

Business Growth

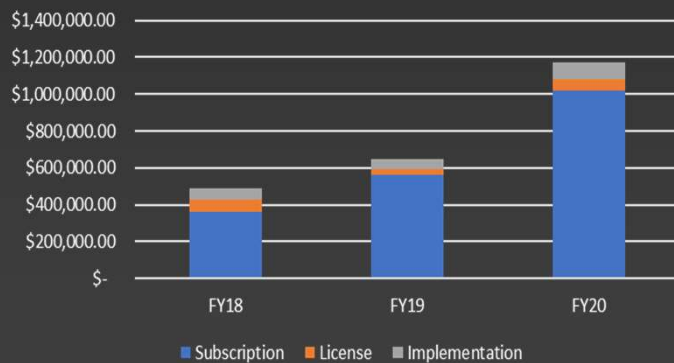
Invoice Numbers



Invoice Value



Annualised Revenue



	FY19	FY20	Variance
Opening Subscription AV	0.36	0.65	81%
New Subscription AV	0.20	0.37	
Opening License AV	0	0.03	
New Licence AV	0.03	0.03	
Churn	-0.04	0	
Annualised Revenue	0.65	1.08	58%
Implementation Revenue	0.06	0.09	17%
Reported Revenue	0.49	0.65	122%

- Strong growth in both metrics accelerating in FY21 with July Invoice numbers rising to 105,579 (1.27m annualised) and Invoice value rising to \$157.8m (\$1.89b annualised)
- FY20 focused on investing in further architecture and identifying both target markets and geographies
- FY21 will focus on accelerating Revenue and further investment in Sales both domestically and overseas will facilitate this
- Annualised Revenue continues to grow
- As client pipeline grows, implementation revenue grows

*July numbers have been annualised

Commentary

Corporate commentary and subsequent updates:

- IODM has concentrated its sales and marketing to Australia, Europe, Singapore and Hong Kong
- Continuing to invest in the Australian sales force which will enable further growth and to satisfy the current lead generating environment
- Europe and Singapore sales have commenced both through our WUBS partnership and our proprietary sales teams de-risking execution on the implementation of those regions
- Grow Finance partnership has commenced and both companies are already experiencing benefits
- IODM will be making a R & D tax offset claim in excess of last years claim in September 2020
- New products launched in foreign exchange, financing, trust receipt and compliance (Finance industry)

Results commentary:

- Revenue was lower than cash receipts due to an increase in clients. Clients pay for implementation and contracts up front while the accounting standards dictate that the company recognises the revenue on implementation
- Net loss and Cash flow deficiency increased due to further investment in sales, marketing and architecture as planned
- Net loss increased due to non cash items of ~\$808k

Introducing IODM Connect

IODM is much more than what it was 12 months ago:

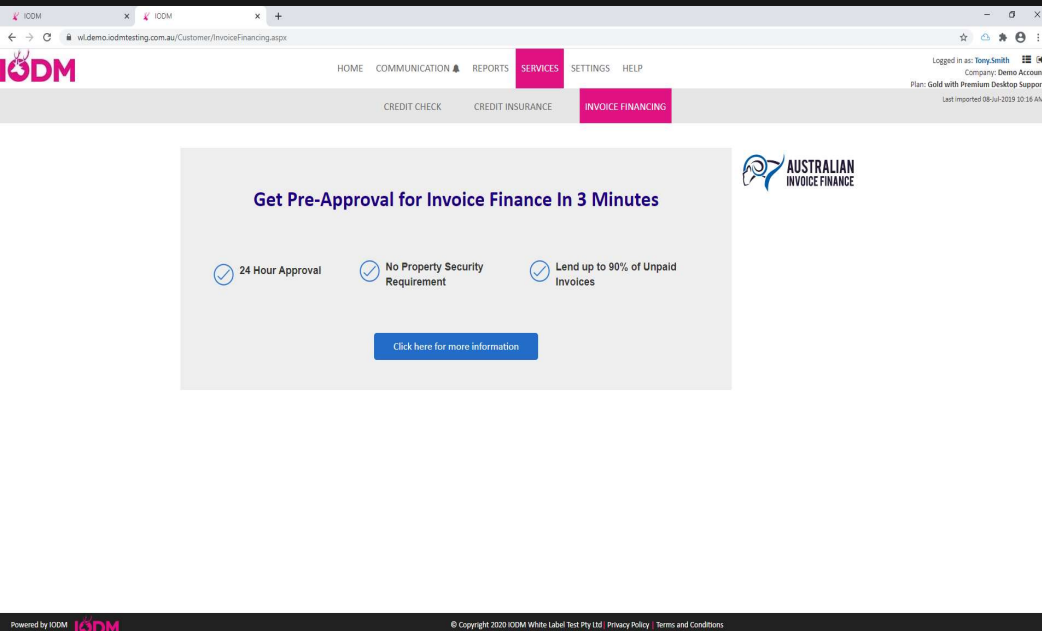
- It still leverages the power of digitisation to streamline the accounts receivable process
- It still has fully transparent class reporting which enables businesses to access it remotely
- It affords business owners, Boards, CEO's, CFO's etc a new level of compliance and governance over their Sales reporting and functions
- It still drives operational efficiencies and reduces debtor days, and
- It still releases more working capital back to your business by collecting your cash earlier

IODM Connect also:

- Enhances customer relationships through a powerful communication and CRM tool reconciling and interfacing with client's ERP systems with dedicated task management screens
- Provides deeper delivery tracking capabilities
- Gives further management capabilities at the company level
- Provides faster performance, expanded API capabilities and deeper security
- Allows full change history and bulk selections and call to action programs
- Provides a Global Payments Tool to receive foreign exchange payments back to your domestic currency (WUBS)
- Provides ease and better terms when requiring Invoice Financing and Debtor Factoring (Grow Finance)
- Allows for ease of implementation through online implementation (Microsoft AppSource Marketplace)

IODM Connect has now been launched

FY20 New Products



WUBS partnership leads and sales are de-risking execution on the implementation and further growth of overseas markets

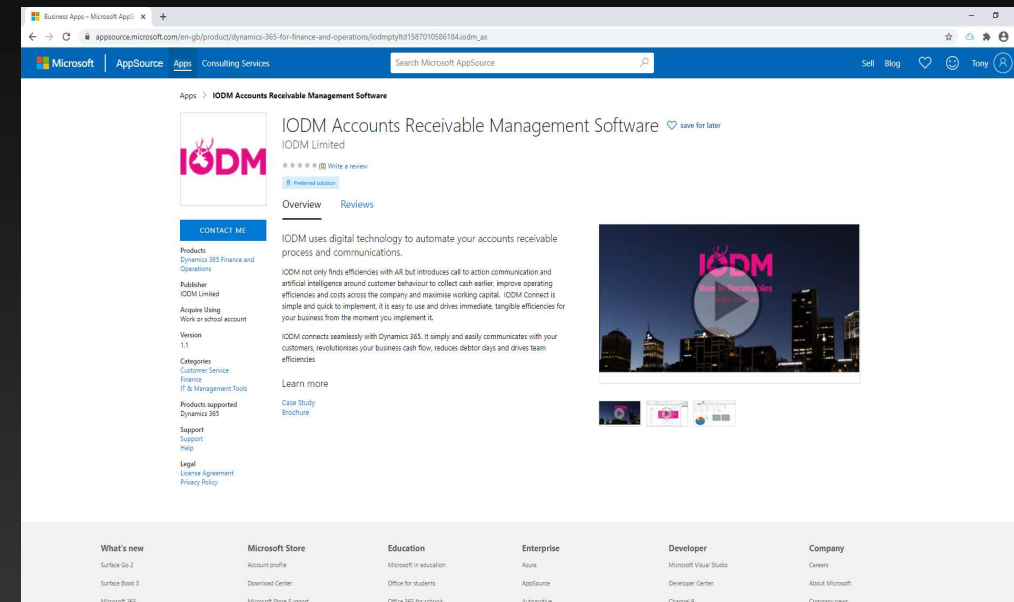
Grow Finance partnership has commenced and both companies are already experiencing benefits

A screenshot of the Western Union Business Card Payment Checkout Page. The page has a black header with the Western Union Business logo. The main content area is white and divided into two columns. The left column contains an 'Order Summary' box with the following details: Order ID CAUDEMO-AS1787753, Amount 5227.72 CNY, and Email johndoe@test.com. The right column is titled 'Card Payment Checkout Page' and contains a 'Card Details' section. This section includes fields for 'Card Holder's Name*' (John Doe), 'Card Number*' (0008), 'Security Code*' (masked with three dots), and 'Expiry Date*' (5-May 2021). There are icons for Visa and Mastercard. A note at the bottom states: 'Note: If selected payment currency is different than your card currency, your issuing bank will do the final conversion between selected payment currency and card currency. This will be subjected to any applicable fees and FX rates charged by your issuing bank.' At the bottom of the page are two yellow buttons: 'Pay now' and 'Cancel'.

Covid 19 Update & FY20 New Products

Covid 19 commentary:

- All employees are working from home in their region and operations are continuing as normal
- Since the Covid 19 situation began, IODM has had its most successful period across all growth metrics
- The company has experienced a spike in new leads in relation to automating both the continuous communication with their client base and compliance around invoices generated as businesses are concerned about remote working and the economic environment
- Government stimulus is driving enquiry around investing in new technology. ie. Singapore.



Microsoft's AppSource Marketplace launched



Simple | Smart | Effective

Mark Reilly
CEO