

15 March 2021

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

By Email

Dear Sir

RE: ASX SMALL AND MID-CAP CONFERENCE PRESENTATION

Pursuant to the requirements of Listing Rules, please find attached the ASX Small and Mid-Cap Conference 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

Tony Smith

Anthony.smith@iodm.com.au

IODM Limited

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Rein In Receivables

ASX SMALL AND MID-CAP CONFERENCE PRESENTATION

March 2021

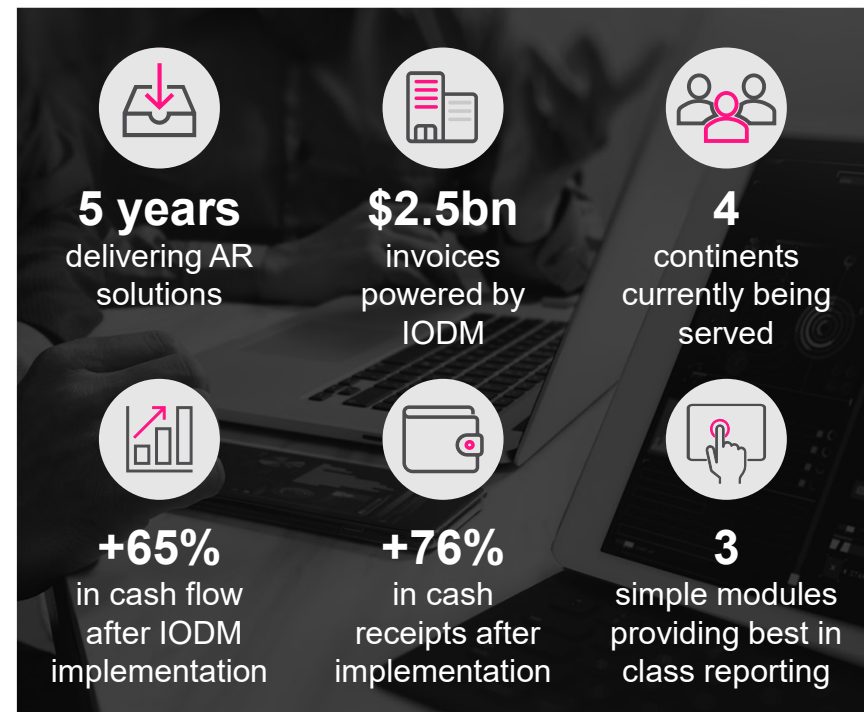
IODM Snapshot

A new paradigm for managing Accounts Receivables (AR), with incredible automation that saves time, money and releases working capital back to businesses

An intelligent **Accounts Receivable** solution



that utilises digital technology to simply optimise automation





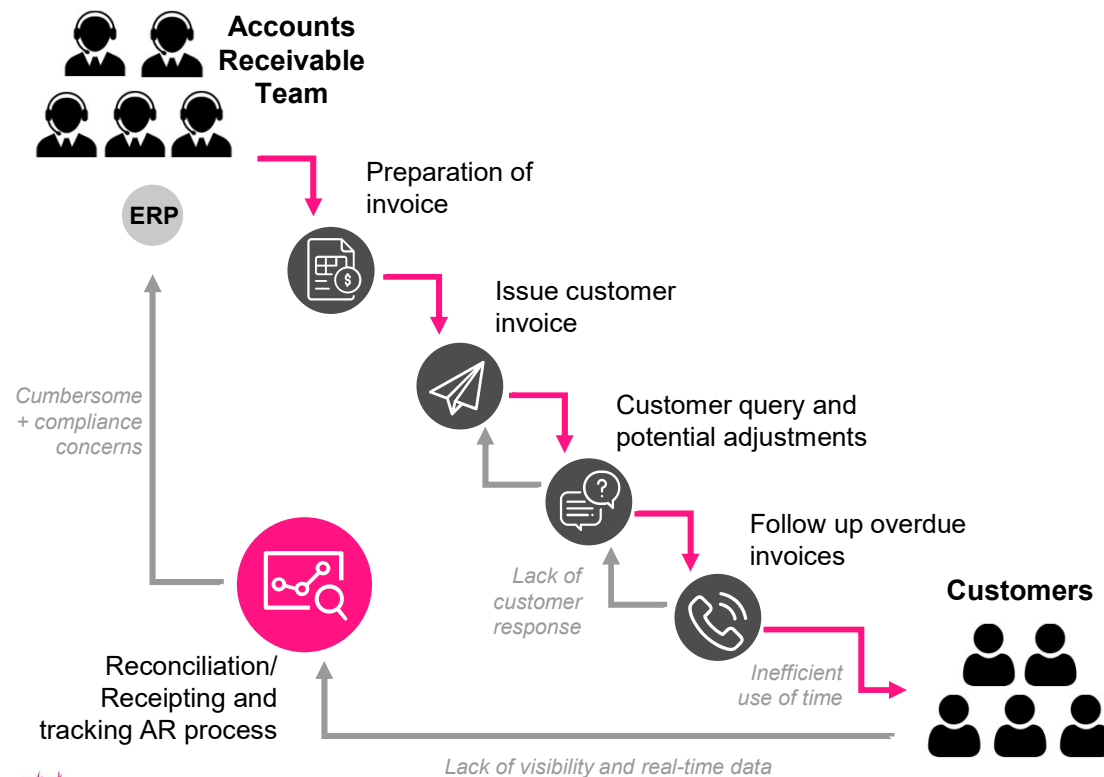
Scalable adaptable technology

*Optimised automated software
solution that revolutionises
business cash flow management*



Outlining the problem

Accounts receivable is typically a cumbersome, inefficient process with many manual steps



Inefficient, increased human error and poor customer experience

\$115bn in unpaid invoices in Australia

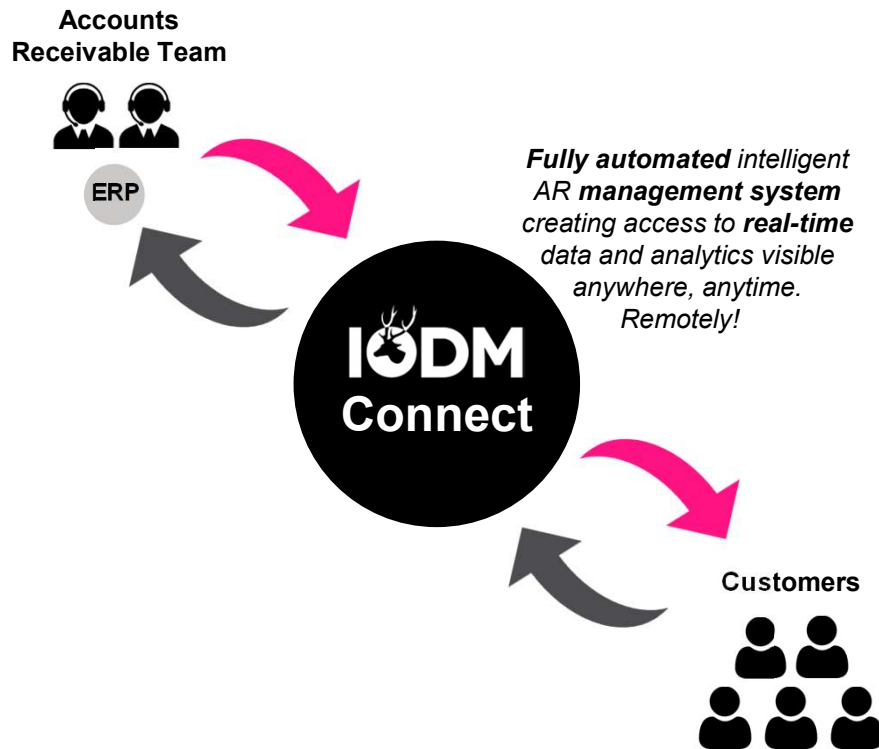
\$235bn in lost revenue in 2017

18m hours per year spent chasing debtors

60% of invoices are paid late

IODM Connect – a digital solution

Provides an end-to-end solution that seamlessly streamlines the AR process







Reduces costs, time, human error and increases timely payments

- ✓ Direct Integration with existing ERP system
- ✓ Bulk invoice delivery
- ✓ Task Manager with customised workflows
- ✓ "Pay Now" Function and Payment Plan Module
- ✓ Query Management Function
- ✓ Credit Application Management Module
- ✓ Reconciliation/Receipting Module
- ✓ Credits Module and Audit Tracking
- ✓ Client note history and risk profiling
- ✓ Comprehensive reporting analytics
- ✓ Automatic escalation to collectors
- ✓ Cash-flow reporting
- ✓ Behavioural AI

Stakeholder benefits

IODM technology provides organisation-wide benefits

 Management	Increases visibility and control over business wide processes <ul style="list-style-type: none">✓ Real-time reporting and easy access to analytics via an intuitive dashboard providing full visibility✓ Immediately decreases amounts owing, leading to higher working capital✓ Improves employee productivity and operational efficiency
 Employees	Reduces manual follow-up increasing efficiency and satisfaction <ul style="list-style-type: none">✓ Automation and end-to-end solution reduces reliance on manual processes saving time, energy and manpower✓ Platform can be accessed from anywhere supporting flexible and remote working arrangements✓ Less time required on manual tasks, improving employee satisfaction
 Customers	IODM's two-way communication feature enhances customer experience <ul style="list-style-type: none">✓ Easy settlement through pay-now feature enabling immediate payment, supporting several payment methods✓ Ability to query invoices online circumvents reluctance to spend time following up issues✓ Improving customer service due to immediate response and audit trail
 Board	Increased board confidence and de-risking of accounting irregularities <ul style="list-style-type: none">✓ Provides board greater comfort in minimising accounting irregularities and its subsequent impacts✓ Provides great oversight into employee and customer information✓ Increased confidence in forecasting and planning with more surety of cash in-flows



Unique positioning

Unique offering capitalising on macro tailwinds, such as increased compliance regulations and flexible work arrangements





Validated strategy

*Strong traction achieved with
unique solutions delivered to a
growing high-quality customer
base*



IODM is the optimal solution for accounts receivable

IODM offers an affordable and customisable platform with real-time reporting

ERP

End to end system for the whole business

- ❓ Not all ERPs have an AR module
- ❓ The ones that do tend to be expensive, standardised and may not cater to the every needs of a customer
- ❓ Reporting is backward looking, without real-time functionality
- ❓ Limited auditability and oversight on staff / staff permissions
- ❓ Needs to cater for every business function, requiring time and minimal fungibility

IODM

Specialist package that seamlessly integrates with ERP

- ✓ Customisable
- ✓ Live data
- ✓ Audited trail
- ✓ Ability to pay in local currency
- ✓ Notification tracking
- ✓ Visibility over staff and customers
- ✓ Real time reporting
- ✓ Can communicate via email or SMS
- ✓ 30 day implementation

Partnerships: Western Union Business Solution

Strategic partnership with Western Union accelerates growth

Overview

Sep 2019

Entered into a reciprocal referral arrangement with Western Union that initial focused on **APAC and UK**, with potential for expansion into other global regions

Feb 2020

IODM entered into an umbrella agreement with Western Union Business Solutions in **key European markets²**

Feb 2021

Appointed Graham Smith as Head of UK to oversee and continue the European roll out strategy while working with the WUBS team. Graham has previously held senior roles within WUBS

Strong long-term and trusted relationship established with Western Union, a global leader in cross-border, cross-currency money movements and payments

WesternUnion WU

Business
Solutions

Mutually beneficial arrangement

- ✓ Clear validation and endorsement of IODM's solution
- ✓ Enabled IODM to identify short term target areas
- ✓ Has provided a foothold in the UK, APAC and Europe
- ✓ Aligned with Western Union Business Solution's global plans
- ✓ Offers WUBS a point of difference in competitive FX market
- ✓ Together provides an end to end, accounts receivable, payable and FX risk management solution



1. Undisclosed at the time
2. Immediate expansion into Italy, with further potential to cooperate in France, Ireland, Germany, Austria, Belgium, Netherlands, Spain, UK, Czech republic, Poland and Slovakia

Customers: top-tier portfolio

Geographic and sector diversified customer base with headroom for significant growth

Domestic

Dahlsens
SINCE 1877
For the Builder.

JAPARA



northern health
the northern way of caring



Multinationals

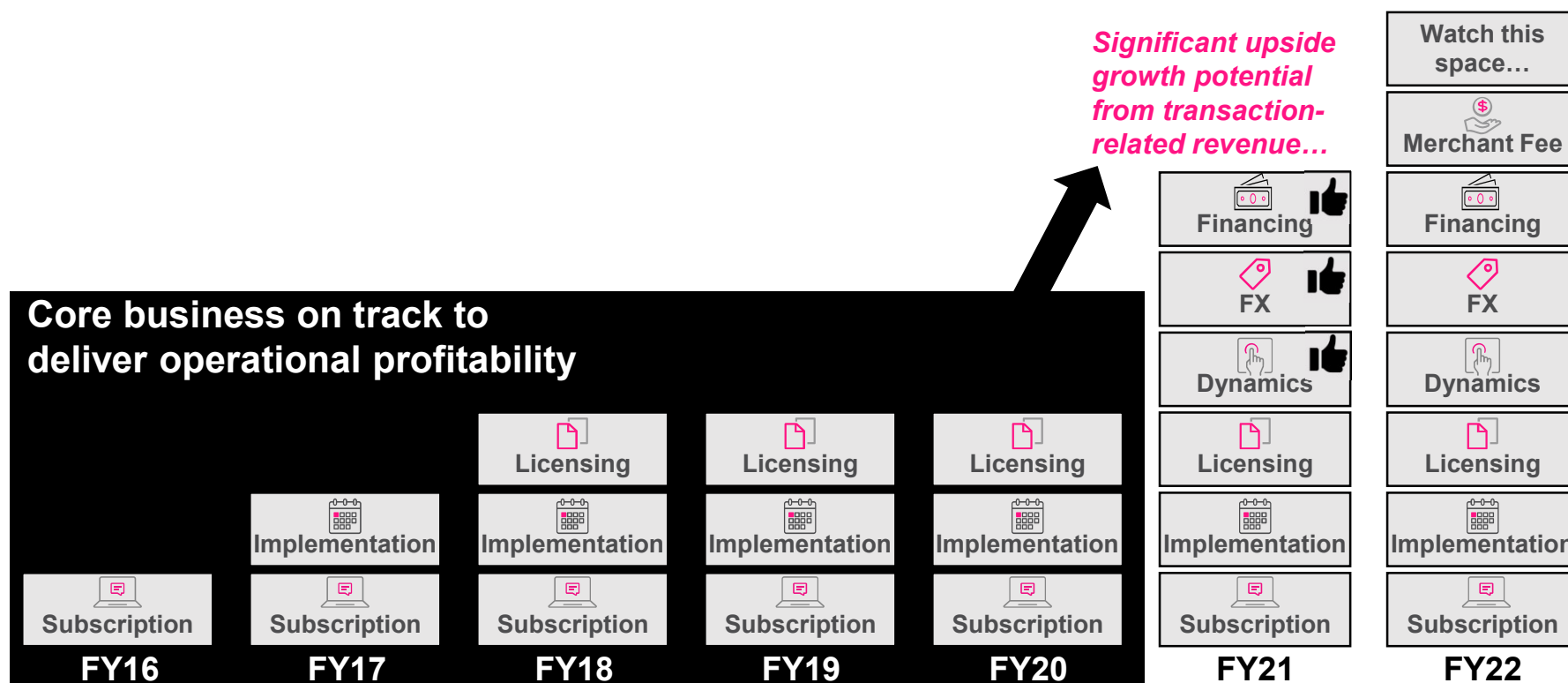


BoardRoom



Revenue streams

IODM is diversifying its revenue mix through additional streams of income



Transacted or in place to transact FY21



Exciting growth outlook:

Well positioned to execute on high-value opportunities with a strong pipeline of global opportunities and varying revenue lines



Product development: invoice funding capability

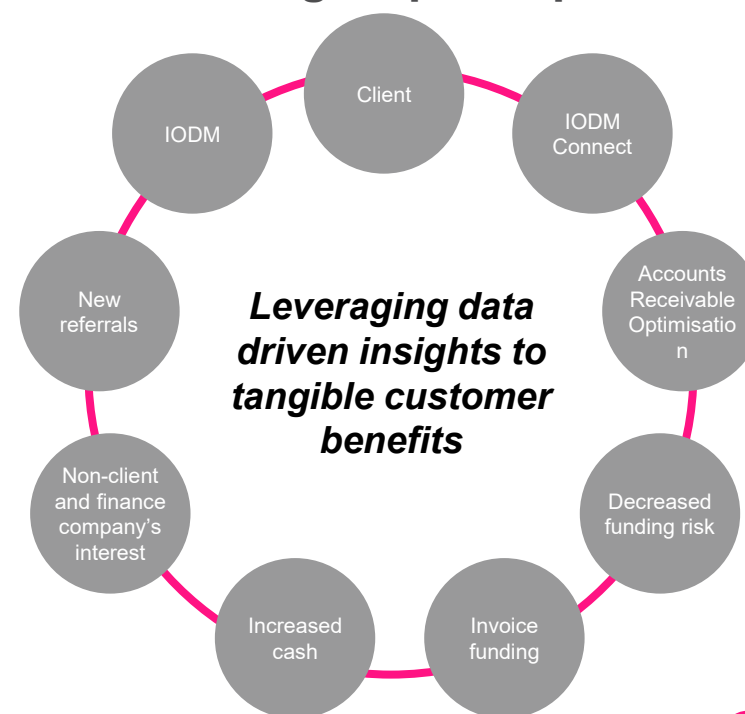
IODM is leveraging existing data to unlock significant value for customers

Partnership and flexible funding solutions...

- IODM recently launched new invoice funding capability on its platform through a partnership with Grow Finance
- IODM is leveraging existing data to unlock further significant value for customers
- The solution enables companies and funders to have in-depth transparency on outstanding invoices
- Customers now have seamless access to invoice financing and debt
- Data collected enabling compliance and governance oversight enables better rates and higher percentages funded
- This strategic partnership creates another valuable source of referrals for IODM

grow

...benefitting all participants



Strategic geographical expansion

IODM is executing a strategic international expansion strategy leveraging key partnerships

EMEA (near to medium term)

- **UK:** benefitting from Western Union partnership to build pipeline across healthcare, manufacturing and professional services sectors
- Appointed a Regional Head in Feb 2021 based in London to generate new sales and work with WUBS

Americas (short to medium term)

- **North America:** represents a lucrative opportunity to target
- IODM has commenced marketing in the USA

APAC (near term)

- **ANZ:** strong domestic foothold with opportunity for growth
 - Core sales team at record lead generation and pipeline
 - Large enterprise clients are the target market
- **Singapore:** achieved sales with de-risked implementation process
 - Currently being driven by WUBS
- **Hong Kong:** well positioned to execute on key opportunities
 - Established marketing initiatives while leveraging existing relationships to deliver growth
- **India:** Reverse enquiry coming from India

Proven commercialisation strategy

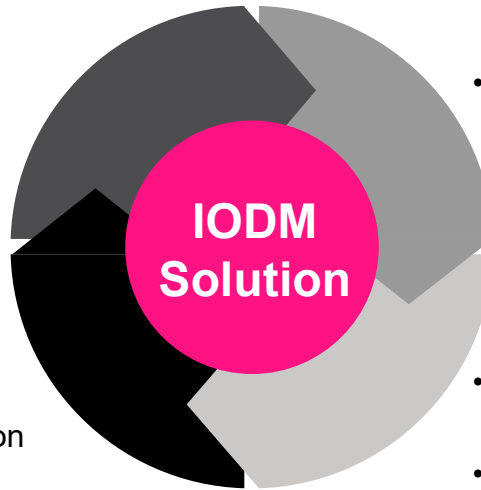
Focused on optimising network effects and achieving highly scalable growth

Partnerships

- External validation of IODM's solution
- Underpins pipeline of opportunities in key target markets globally
- Expands IODM's product offering through new partnership opportunities

Revenue streams

- Continuing to diversify revenue streams
- Historical revenue based on implementation and recurring subscription fees
- Increasing scale drives potential transactional revenues



Customers

- Top-tier client portfolio – diversified by geography and across multiple sectors
- Bespoke customisation enables IODM to be at the forefront of customer trends and informs enhancements

Product development

- Investment in IODM's solution is well informed by customers and partners
- Ongoing enhancements and additional features optimises IODM's solution, increasing key competitive advantages

Why IODM



Scalable adaptable technology: Optimised automated software solution that revolutionises business cash flow management



Unique positioning: Unique offering capitalising on macro tailwinds, such as increased compliance regulations and flexible work arrangements



Robust business model: Growing annuity-style subscription revenue underpins significant operating leverage potential, coupled with diversified revenue streams



Validated strategy: Strong traction achieved with unique solutions delivered to a growing high-quality customer base

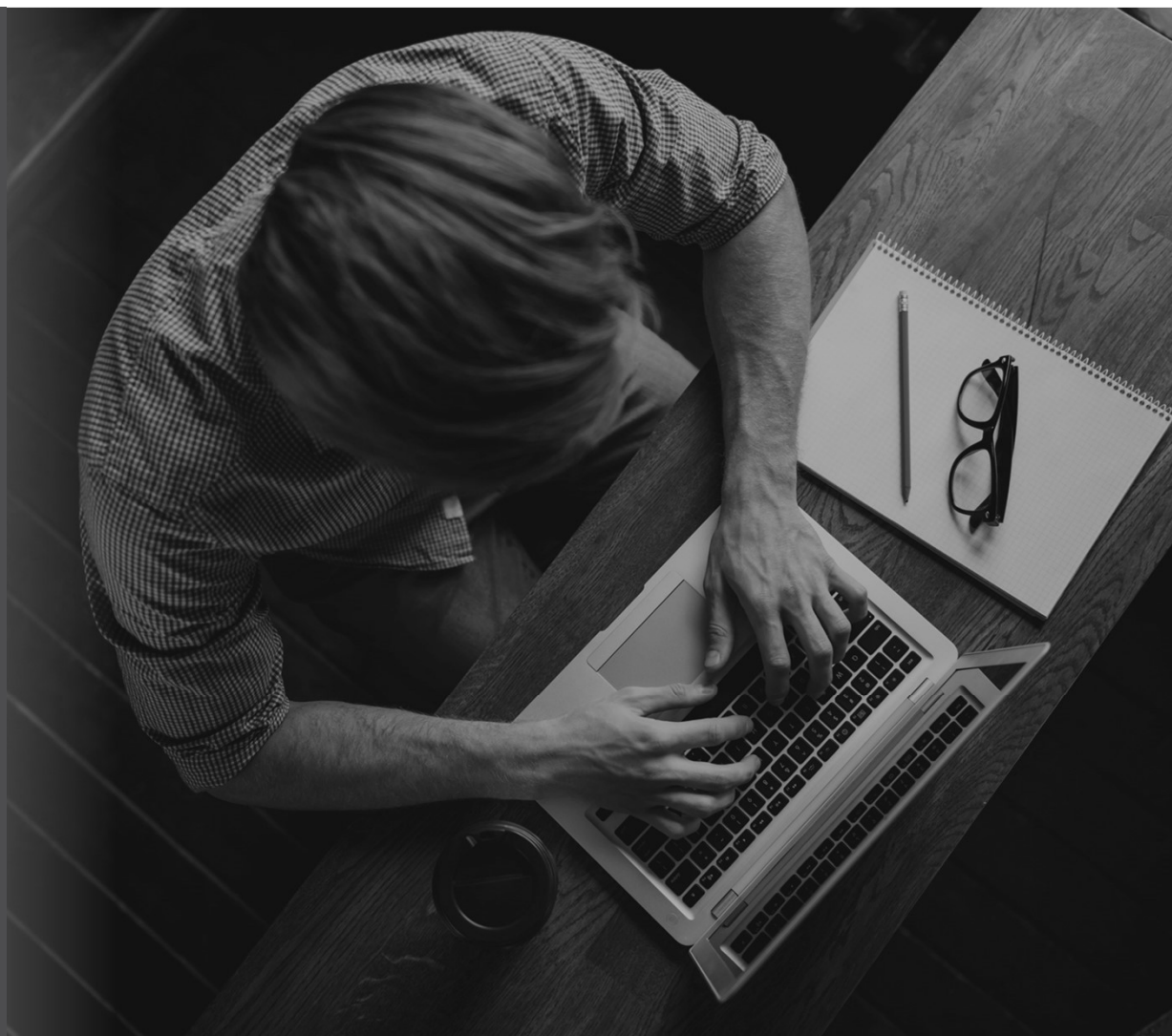


Exciting growth outlook: Well positioned to execute on high-value opportunities with a strong pipeline of global opportunities



Robust business model

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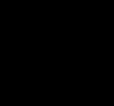
Appendix



Board of Directors

 <p>Dr Paul Kasian Non-Executive Chairman</p>	<ul style="list-style-type: none"> • Significant experience leading strategy, investment and risk roles in domestic and international companies • Former Chief Investment Officer at HSBC Asset Management and Head of HSBC Global Financial Team • Founding Director of Accordius and Wallara Asset Management • Current directorships at Atomo Diagnostics (ASX:AT1) • Former Chairman and CEO of Genetic Technologies Limited
 <p>David Ireland Non-Executive Director</p>	<ul style="list-style-type: none"> • 30+ years experience in the ICT industry and in the sale of enterprise solutions to large companies and Government • 28 years experience at Unisys, holding senior roles including Director of Sales for Asia Pacific Japan • Former Non-Executive Chairman of BOS Global Limited, an AIM listed IT company
 <p>Anthony Smith Non-Executive Director</p>	<ul style="list-style-type: none"> • 30+ years experience in finance with expertise in corporate finance, institutional research sales and private wealth advisory • Former Head of Securities and Country Director of Austock Group and Phillip Capital • Current Senior Investment Advisor at Cashel Family Office • Current directorships at Energy Technologies Limited (ASX:EGY)
 <p>Brian Jamieson Non-Executive Director</p>	<ul style="list-style-type: none"> • 30+ years experience providing advisory and audit services to a diverse range of public and private companies • Former Chief Executive of Minter Ellison Melbourne and Chief Executive Officer at KPMG Australia • Currently a Non-Executive Director of Highfield Resources Limited and Non-Executive Chairman of Energy Technologies Limited (ASX:EGY) • Former directorships at Sigma Healthcare (ASX:SIG), Mesoblast Limited (ASX:MSB), OZ Minerals (ASX:OZL), Tatts Group Limited (ASX:TTS) and Tigers Realm Coal (ASX:TIG)

Executive team

 <p>Mark Reilly Chief Executive Officer</p>	<ul style="list-style-type: none"> Chartered Accountant with 20+ years of experience in the banking and finance industries in an advisory capacity Formerly at Coopers & Lybrand (now PwC) in insolvency before establishing his own accounting practice Previously held Director positions at Black Star Petroleum, Harvest Minerals and Ochre Group
 <p>Petrina Halsall General Manager</p>	<ul style="list-style-type: none"> Experience in advising small to medium enterprises (SME) on growth strategies, valuations and corporate restructuring Formerly held managerial roles at Evans Partners, Horwath (Vic) and BDO Wealth Management Associate of the Institute of Chartered Accountants Australia and New Zealand
 <p>Chris Ward Chief Technology Officer</p>	<ul style="list-style-type: none"> 20+ years of experience in managerial roles in software development at RAC WA, Netfira and Quickflix Experience in managing business critical websites and building cloud-based infrastructures for growing businesses Holds a Bachelor of Engineering, with honours, from University of Western Australia
 <p>Isaac Smith Head of Business Development</p>	<ul style="list-style-type: none"> 20+ years of experience in marketing and digital sales Broad sector experience, formerly held executive roles in marketing and sales across REA Group, GSK in Singapore and Optus
	

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