IODM

Rein In Receivables

AGM Presentation

Approved for release by the Board

October 2021

Key highlights

Global Reach: Implemented the first of the overseas ERP sized clients through the targeted strategy

Global Focus: Re-positioned domestic staff to concentrate on leveraging off our global presence in regions to handle the accelerated workload

Re-positioned business model: Pivoted to a transactional revenue model to re-position the business to a greater share of wallet across the clients

Validated strategy: : Reverse inquiry peaked in the first quarter leading to IODM hiring a Head of Sales in Dubai

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

Global Expansion

June 2021
Signs new contract with WUBS* to provide the IODM platform to WUBS* clients in the Education sector in the UK and announces first client

July 2021
Experienced high inquiry from different regions and employed a resource based in Dubai

August 2021
Signs additional UK Education Client and agrees on implementation/ rollout strategy

September 2021
Signs subsequent UK Education Client demonstrating further efficacy in the strategy

Revenue recognition

Student
Enrols at University and has tuition and accommodation fees uploaded to their student portal. IODM handles all communications with the student

Payment
Student either pays now or accepts a payment plan. Payment is directed to the WU* platform and converts foreign exchange at a retail margin

IODM Revenue
Depending on the payment format, IODM receives a share of the foreign exchange margin. Minimum 15% and Maximum 30%

Cashflow
All transactions are reconciled at the end of each quarter and are settled in the following month in one lump sum

IODM

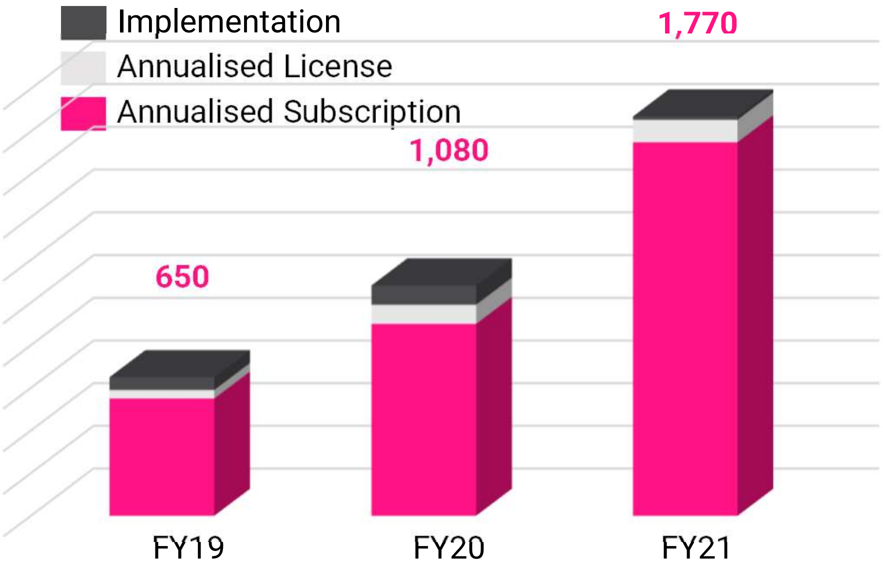
**WU and WUBS refers to Western Union and its subsidiaries*

IODM achieving record revenue growth in FY2021

IODM's annualised revenue is growing >50% year on year

Annualised revenue[1] (A$'000)

FY19-FY21



IODM has continued strong growth despite the COVID-19 environment

- Annualised revenue has grown **50% annually FY19 to FY21**
- **Global Revenue forecast to be the dominant growth driver**
- Next phase of the company's change in revenue profile will come from an increase in License fees

1. Annualised revenue is based on the monthly contracted cash movement at the time of disclosure multiplied by 12

IODM and Western Union Business Solution

Strategic partnership with Western Union accelerating growth

Overview

Feb 21
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

June 2021
IODM signs new contract with Western Union Business Solutions in **UK Education Sector**

June 2021
Signs first **UK Education Client**

August 2021 to September 2021
Signs further **UK Education Clients**

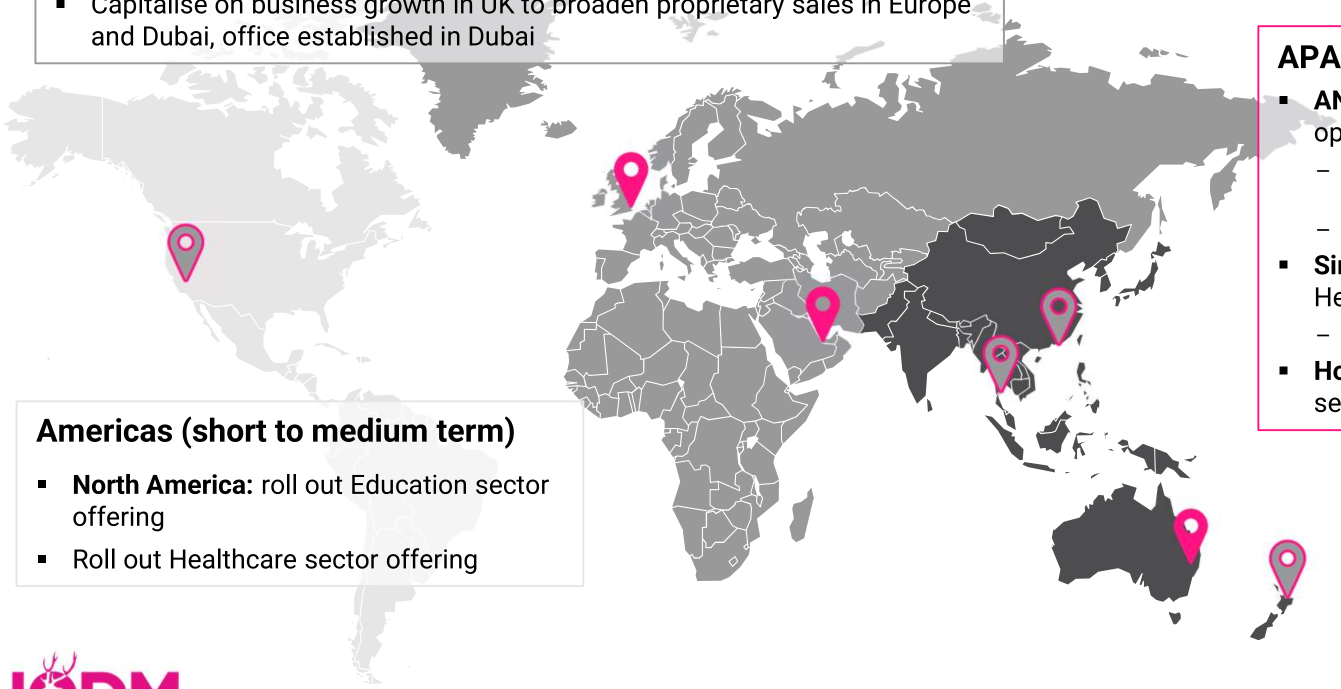
Strong long-term and trusted relationship established with Western Union, a global leader in cross-border, cross-currency money movements and payments

Mutually beneficial arrangement

- Clear validation and endorsement of IODM's solution
- Currently being rolled out through Education in the UK
- 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

Strategic geographical expansion

IODM is executing a strategic international expansion strategy leveraging key partnerships



EMEA (near to medium term)

- **UK:** Continue roll out through the Education sector
- Capitalise on business growth in UK to broaden proprietary sales in Europe and Dubai, office established in Dubai

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:** Focus is on Education and Healthcare
  - Currently being driven by WUBS
- **Hong Kong:** Focus is on manufacturing sector and professional services

Americas (short to medium term)

- **North America:** roll out Education sector offering
- Roll out Healthcare sector offering

IODM

Proven commercialisation strategy

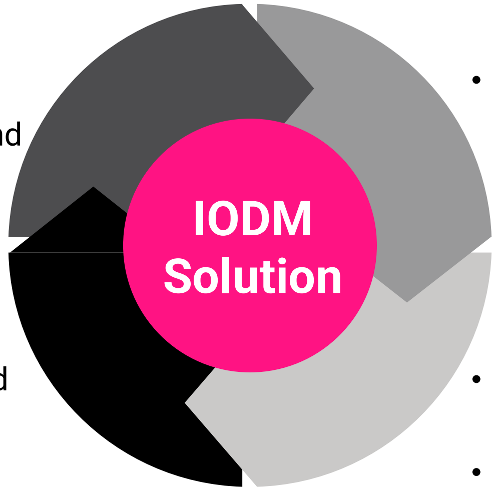
Focused on optimising network effects and achieving highly scalable growth

Partnerships

- External validation of IODM's solution
- Underpins pipeline of opportunities in key target markets globally
- Expands IODM's product offering and brand awareness (particularly in Europe)

Revenue streams

- Revenue will based on implementation and recurring subscription fees, transactional revenue, licensing revenue and finance
- Geographical spread will drastically change in FY22
- Continuing to diversify revenue streams



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

Customers: top-tier portfolio

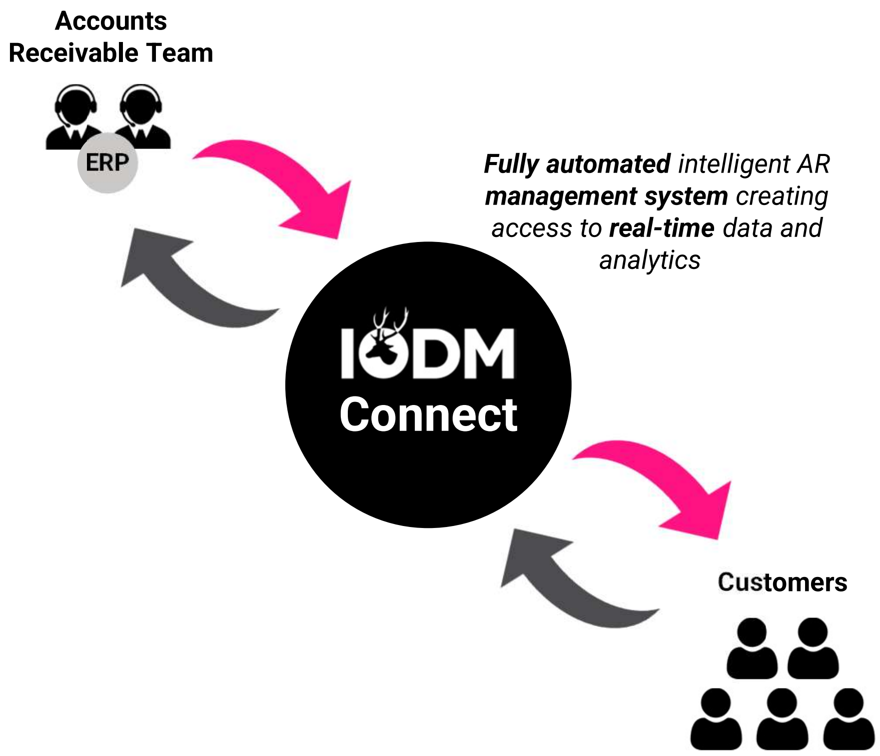
Geographic and sector diversified customer base with headroom for significant growth

Domestic

International

IODM Connect – a digital solution

Provides a customisable 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

Upcoming catalysts

IODM is well positioned for growth

UK Education expansion: Further client signings through the WUBS Partnership

International expansion: Migration in to central Europe and the Middle East driven from the UK and Dubai regions

North America expansion: Expansion of the WUBS partnership education model in Canada and the USA

Industry expansion: Targeted Global move in to Healthcare, Retail and Professional services

Operating leverage recognition: Capitalise on increasing scale and margin

IODM

IODM

Rein In Receivables

Appendix

Board of Directors

Dr Paul Kasian
Non-Executive Chairman

- 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**

David Ireland
Non-Executive Director

- 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

Anthony Smith
Non-Executive Director

- 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**

Brian Jamieson
Non-Executive Director

- 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
- 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)

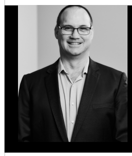
Executive team

Mark Reilly
Chief Executive Officer

- Chartered Accountant with **25+ 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 Forte Energy

Petrina Halsall
Chief Operating Officer

- Experience in advising small to medium enterprises (SME) on growth strategies, valuations and corporate restructuring
- Formerly held managerial roles at **Evans Partners** and **BDO Wealth Management**
- Associate of the Institute of Chartered Accountants Australia and New Zealand



Chris Ward
Chief Technology Officer

- **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

Isaac Smith
Head of Business Development

- 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**

Graham Smith
UK Head

- Six years experience at Western Union Business Solutions
- Various roles including Regional Manager, Channels and Partnerships.

Disclaimer

Summary Information - This presentation ("Presentation") is prepared by IODM Limited (ABN 28 102 747 133) ("IODM" or the "Company") to provide summary information about IODM. IODM is an Australian public company listed on the Australian Securities Exchange (ASX). Statements in this presentation are made only as at the date of this presentation and the information in this presentation remains subject to change without notice. Distribution of this document in certain jurisdictions may be restricted by law and therefore persons should inform themselves about these restrictions.

This is not financial product advice - The information in this presentation is of a general nature and does not purport to be complete. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions, and conclusions contained in this presentation. This presentation does not purport to summarise all information that an investor should consider when making an investment decision. IODM recommends that you do not act on any information contained in this Presentation without first consulting your investment adviser to determine whether an investment in the company is appropriate for your investment objectives, financial situation and particular needs. You should make your own assessment of an investment in IODM based on further information which can, in part but not limited to, be found in IODM's periodic reports and other continuous disclosure announcements released to the Australian Securities Exchange which are available at www.asx.com.au and should not rely solely on this presentation. In all cases, you should conduct you own research and due diligence of IODM and analysis of the financial condition, assets and liabilities, financial position and performance, profits and losses, prospects and business affairs of IODM and its businesses, and the contents of this presentation. You should seek legal, financial, tax and other advice appropriate for your jurisdiction.

Past performance - Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Future performance - This presentation contains certain forward-looking statements with respect to the financial condition, operations, annualised revenue and business of IODM and certain plans and objectives of the management of IODM. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "will", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations of comparable terminology. These forward-looking statements include all matters that are not historical facts. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of IODM to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding IODM's present and future business strategies and the political and economic environment in which IODM will operate in the future, which may or may not be reasonable, and are not guarantees or predictions of future performance. No representation is made that any of these statements or forecasts will come to pass or that any forecast result will be achieved. Forward-looking statements speak only as at the date of this presentation and to the full extent permitted by law, IODM and its affiliates and related bodies corporate and each of their respective directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in this presentation).

Financial data - All figures in the presentation are A$ millions unless stated otherwise and all market shares are estimates only.

Financial information - All pro forma and forecast financial information provided in this presentation is for illustrative purposes only and does not represent a forecast or expectation by the Issuer as to IODM's future financial condition and / or performance.

Disclaimer - No representation or warranty, express or implied, is made by the Company that the material contained in this presentation will be achieved or prove to be correct. Except for statutory liability which cannot be excluded, each of the Company, its directors, officers, employees, advisers and agents expressly disclaims any responsibility for the accuracy, fairness, sufficiency or completeness of the material contained in this presentation, or any opinions or beliefs contained in this document, and excludes all liability whatsoever (including in negligence) for any loss or damage which may be suffered by any person as a consequence of any information in this presentation or any error or omission there from. The Company is under no obligation to update or keep current the information contained in this presentation or to correct any inaccuracy or omission which may become apparent, or to furnish any person with any further information. Any opinions expressed in the presentation are subject to change without notice.

Unverified information - This presentation may contain information (including information derived from publicly available sources) that has not been independently verified by the Company.

Rein In Receivables

Contact us

Mark Reilly

IODM Limited

Chief Executive Officer

P: +61 (0)3 8396 5890

E: info@iodm.com.au

Visit us

www.iodmconnect.com

Follow us on social media