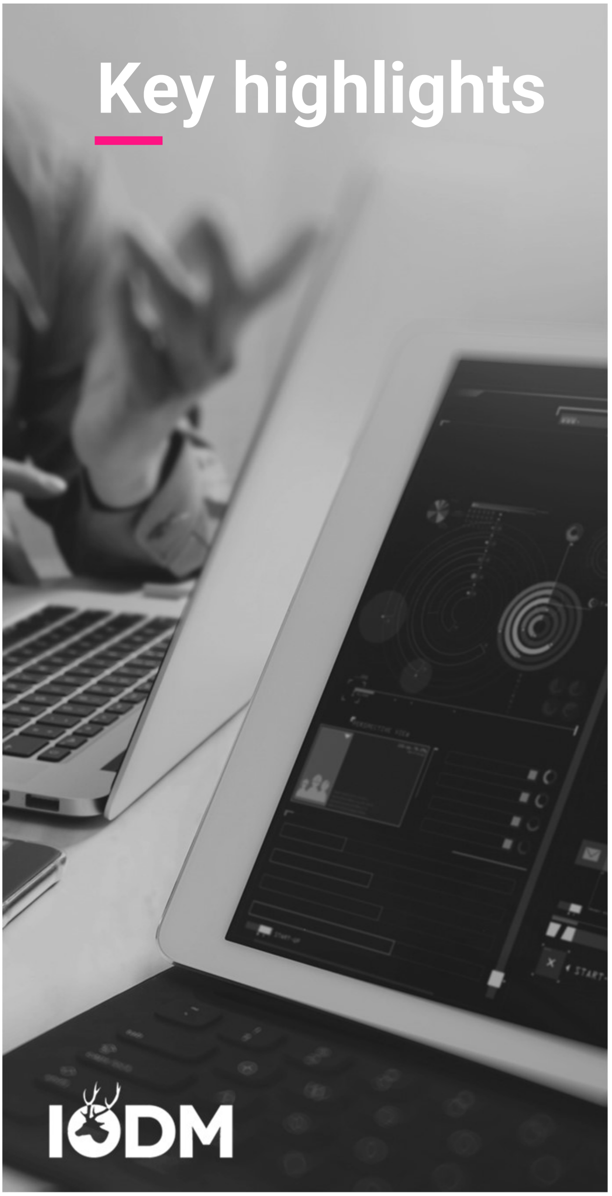
IODM

Rein In Receivables

AGM Presentation

Approved for release by the Board

November 2024



Key highlights

Group Revenue

Group revenue up 63% for FY24 versus the prior corresponding period (PCP)

Growth in Receipts

Receipts from customers of $2.1 million in FY24, up 87% versus PCP

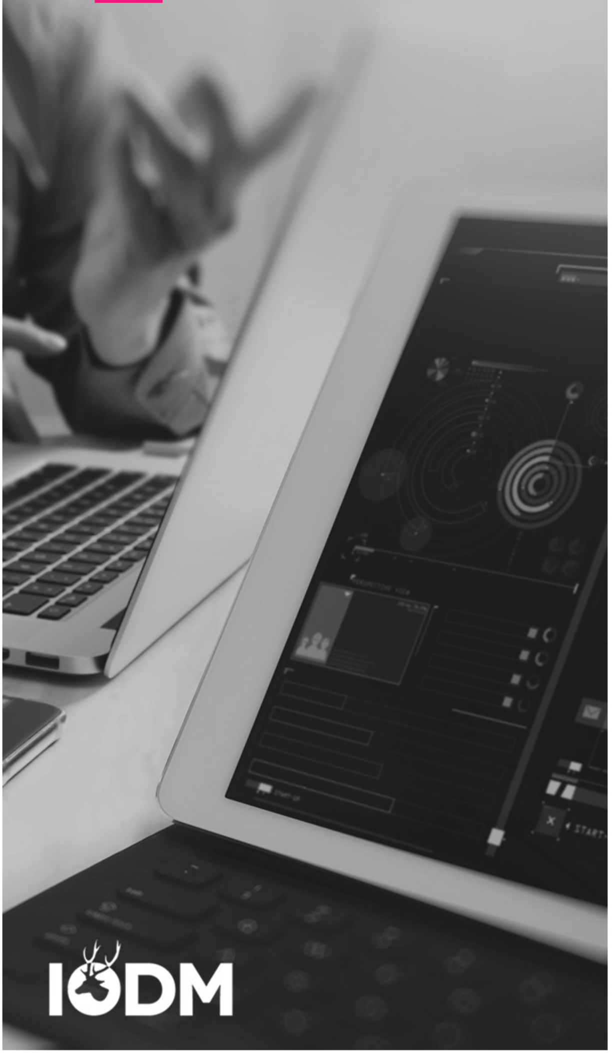
UK Education Business Development

- Increasing number of UK universities onboarded, utilising IODM Connect platform solution
- Strategic partnership with Convera resulting in strong revenue growth to $1.1 million, up 195% versus PCP
- New revenue agreement with Convera for UK education effective 1 January 2024 is showing immediate effect
- Further platform and technical enhancements strengthen IODM's overall proposition
- Appointment of Senior Education specialist (ex Convera)

Global Opportunity

- Several education presentations completed in North America and Japan
- Appointment of Senior education specialist in North America

Key highlights



Technical Enhancements

- Further platform and technical enhancements strengthen IODM’s overall proposition
- Payment plan system for universities and enhanced reporting capabilities

Costs and cash flow

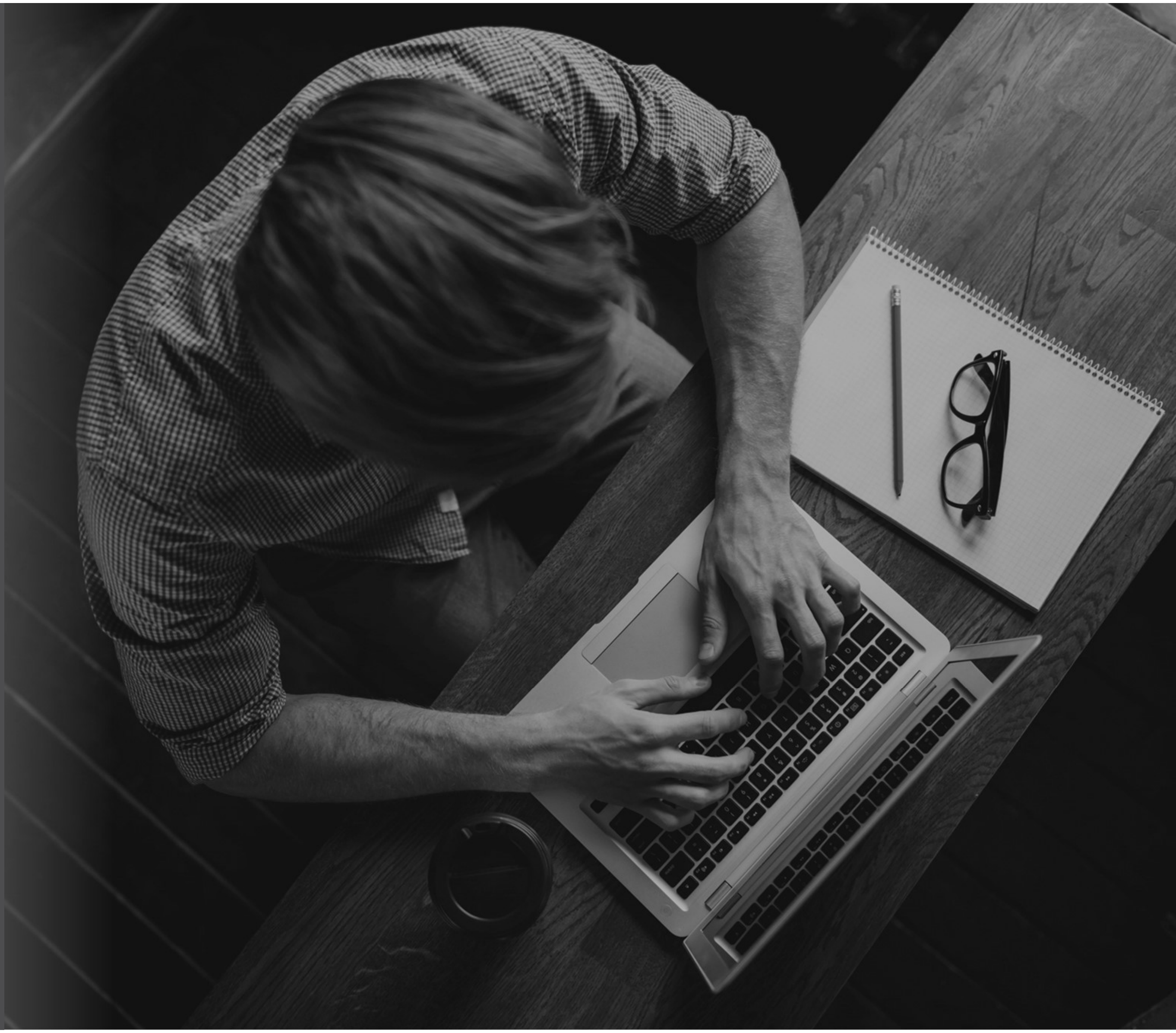
- Operating leverage maintained by managing costs through the signing and implementation of new clients

Board Members

- Passing of Brian Jamieson - August 2023

Robust business model

Annuity-style licence fee revenue combined with transactional revenue from the university sector, underpins significant operating leverage potential when linked to transactional based upside



Results

	FY24 $m	FY23 $m	
Revenue	1.95	1.1	Includes Convera revenue share
R & D/Grants	0.675	0.425	
Costs	-5.7	-3.9	
D & A	-0.15	-0.15	
Net Loss	-3.1	-2.4	

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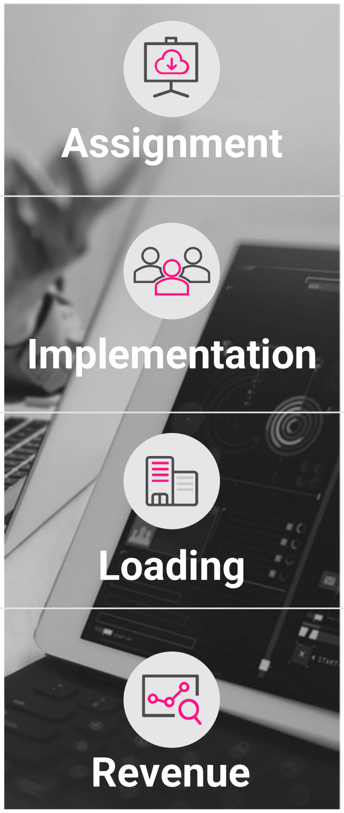
Commercialisation

UK Universities began their billing cycle in September/October 2024

Education commercialisation

IODM technology launched globally



Channel Partners use IODM Technology as part of their offering

- ✓ Existing clients are offered the tailored IODM platform for their business as a value add
- ✓ Channel Partners use the IODM platform as a sales tool to win new clients directly and through tenders
- ✓ IODM is instructed to move to implementation of said clients

Implementation process

- ✓ Channel partner's clients are introduced to IODM
- ✓ IODM centrally implements the client working with the relevant IT departments
- ✓ Beta testing and loading of aged debt to better analyse the client and ready them for collection and payment of new invoices

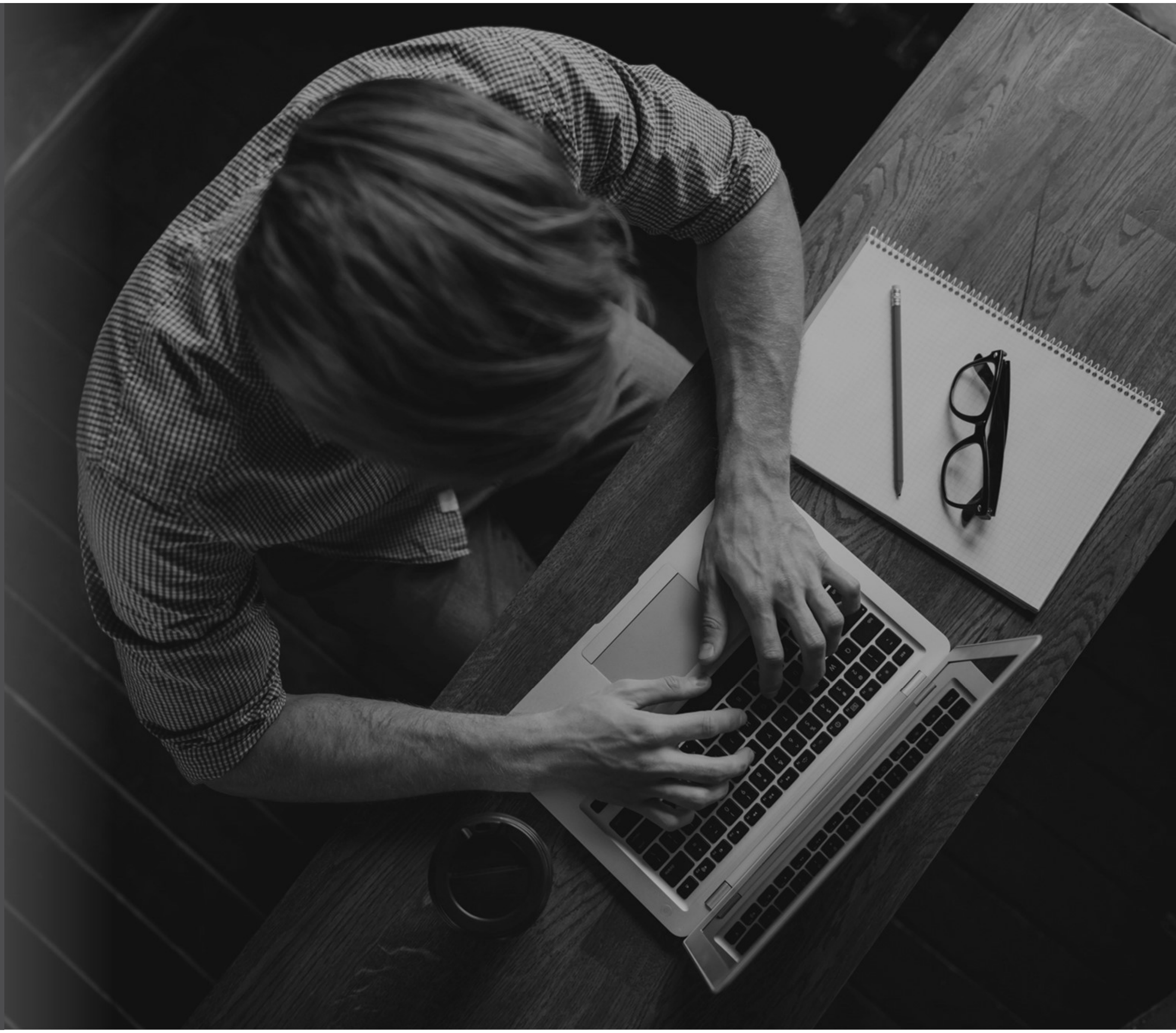
Clients drive the system through the administration login

- ✓ IODM platform begins working with the clients existing system populating the aged debt
- ✓ Clients invoices are loaded automatically in the normal course of business
- ✓ Invoices are then paid which results in a revenue event for IODM

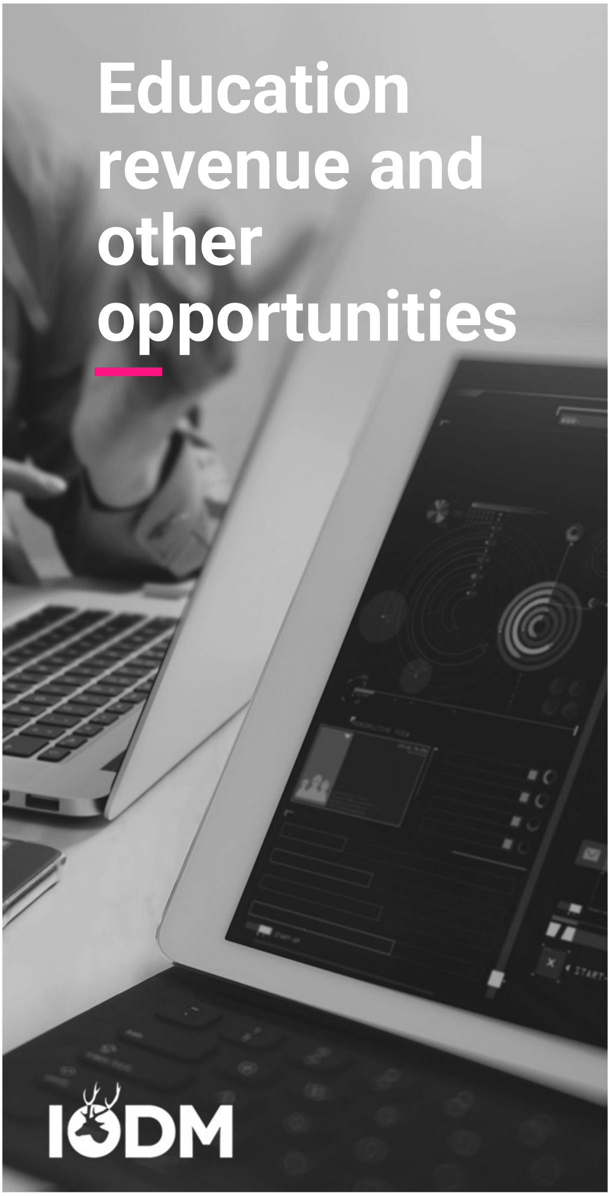
Revenue

- ✓ As invoices are paid in a normal working capital cycle, IODM collects a share of channel partners' revenue
- ✓ Revenue share is a flat 30% of the channel partner'revenue
- ✓ All revenue, in the global expansion short term, will be transaction based

Education revenue and other opportunities



Education revenue and other opportunities



UK

An additional four Universities implemented, as at FY24 year-end making a total of nine.

One subsequently implemented during Q1 FY25 being Trium Global Executive MBA.

Consequently, ten universities live for the 2024/2025 academic year.

Increased education revenue to commence in Q2 concurrent with the major invoicing period for UK universities.

UK are in various levels of discussion with additional circa 30 Universities.

New implementations from pipeline opportunities to be accelerated with appointment of Senior Sales/Account Manager (ex Convera).

North America

Several presentations to educational institutions in both Canada and the USA. All meetings have been overwhelmingly positive and bears testimony to the pent up (and unsatisfied) demand for the IODM solution in North America.

Pipeline opportunities to be accelerated with Senior Education Specialist appointment based in USA.

In addition, presentations have commenced with healthcare and legal opportunities.

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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
- Former Non-Executive Chairman of **BOS Global Limited**, an AIM listed IT company

Karen Penney
Non-Executive Director

- 30+ years experience in executive positions in renowned global companies, including **American Express** and **Convera**
- Holds a MA (Oxon) in English Literature
- Currently services as a Board Trustee on both **Tempo Time Credits** and **Clothing Collective**

Executive team

Mark Reilly
Chief Executive Officer

- Chartered Accountant with **30+ 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

James Burke
Chief Technology Officer

- Profound Technical Expertise with architect level certifications across multiple IT domains
- Formerly held roles as Acting Director and CIO of ITS for the **Victorian Government**
- Holds an **MBA** with a specialisation in technology from University of NSW

Graham Smith
UK Head of sales and Business Development

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

Ashley Clayton
Head of Sales

- Experienced and proven creative software solution sales professional/leader
- Formerly held roles at **Qantas Group, Noble Systems, Open Wave** and **Vodafone**

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