



Rein In Receivables

Investor Presentation

Approved for release by the Board

March 2025

Key highlights

North American Agreement Signed

The Group has now added the biggest markets in the world to its Revenue landscape

Group Revenue

Group revenue for 1H25 up 60% versus the prior corresponding period (PCP)

UK Education Business Development

- Twelve (12) education institutions now onboarded
- UK revenue for 1H25 up 110% versus PCP
- Minimum threshold payment increased to A\$1.79m* per annum, a 50% increase
- UK Revenue of A\$936k* collected for 1H25, **63% above minimum payment threshold**

Global Opportunity

- Several education presentations completed in Japan
- Further agreements to be executed to expand the Group's markets globally

Key highlights

Australia

- Enhanced sales team inducted in November 2024
- Tier 1 enterprise clients commenced on-boarding process
- 2H25 will experience higher growth

Technical Enhancements

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

Foundation set

- North American roll out through USA and Canada commenced
- Six (6) additional Educational Institutions in the formal on-boarding process in the UK
- UK growth anticipated to result further step up on the minimum threshold payment
- Growth in the Australian market



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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



The numbers

UK

- Minimum threshold revenue for 1H25 – A\$573K*
- Revenue earned over threshold minimum for 1H25 – **A\$363K* (up 63% on guaranteed payments)**
- Total Revenue for 1H25 was A\$936k* **(up 110% on PCP)**

Australia

- Revenue for 1H25 was A\$361K **(up 44% on PCP)**
- All licence fee revenue
- New clients being on-boarded will go live by end of FY25

North America

- The Total Addressable Market (TAM) for IODM in the education sector is A\$275m**
- TAM assumptions are based on Convera/IODM agreement reflecting:
 - 20% revenue share of existing Convera clients; and
 - 30% share on new clients in education only
- North America is circa 5 times the market size of the UK



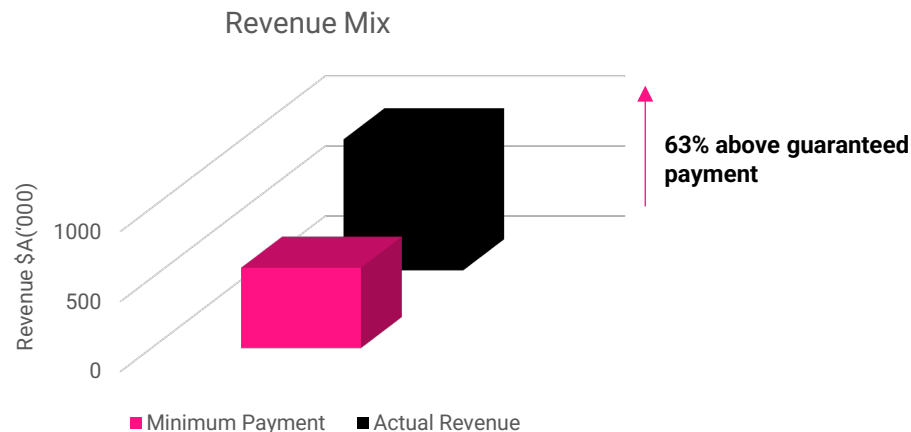
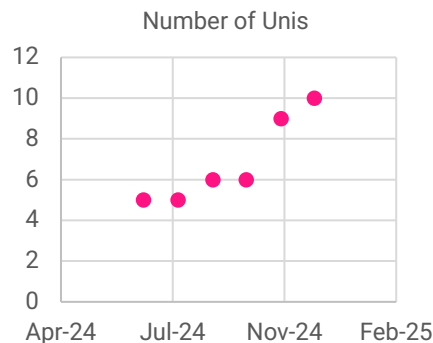
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Regions

*The opportunities are real and live
in all short-term target markets*



- Minimum non-recourse threshold revenue payment by Convera to IODM increased from A\$1.14m* to **A\$1.79m***
- Revenue received over threshold minimum for 1H25 – **A\$363K* (up 63% on guaranteed minimum)**
- Total Revenue for 1H25 was A\$936k (**up 110% on PCP**)
- Average weighted number of Universities for contribution during 1H25: 6.8
- Consistent payments over minimum threshold payment will continue but now off the new higher base

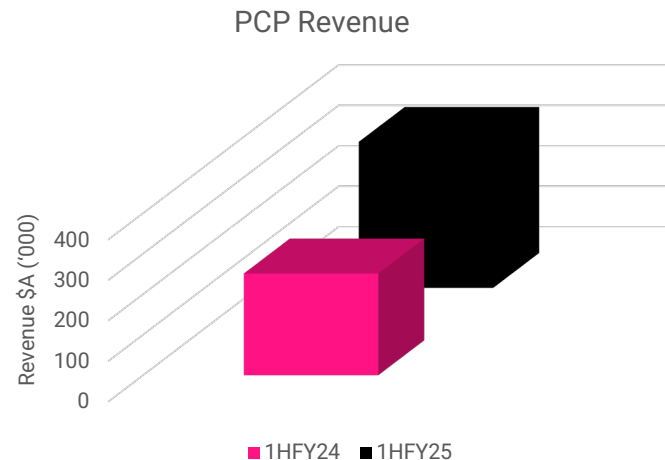


North America

- The Total Addressable Market (TAM) for IODM is AUD275m*
- Convera Agreement is a revenue share agreement entitling IODM to the following:
 - a 20% revenue share of existing Convera clients and
 - a 30% share on new Convera clients
- North America is circa 5 times the market size of the UK
- IODM North American sales force recruited and operating
- Numerous Education Institutions have already received presentations

Australia

- Revenue for 1H25 was A\$361K (**up 44% on PCP**)
- New sales force operational since November 2024
- All revenue in 1H25 was in the form of licence fee revenue
- Those clients presently being on-boarded will go live by end of FY25
- A further Six (6) prospective clients in the final proposal stage



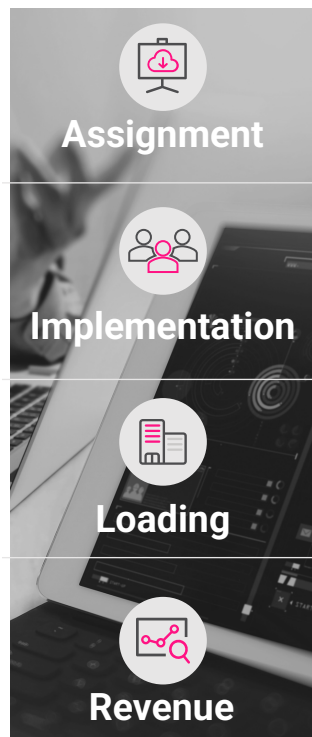


Continued education commercialisation



Education commercialisation

IODM technology launched globally



Assignment

Channel Partners use IODM Technology as part of their offering

- ✓ Existing clients are offered the tailored IODM Connect platform for their business as a value add
- ✓ Channel Partners (e.g. Payment platform providers use IODM Connect as a sales tool to win new clients directly, retain clients and win new business through competitive tendering
- ✓ Once client agrees to utilise IODM Connect, the company progresses to implementation

Implementation

Implementation process

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

Loading

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 - when paid - results in a revenue event for IODM

Revenue

Revenue

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

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)



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**



Diana Heggie
Non-Executive
Director

- 30+ years experience in executive and non-executive positions in the Australian health sector, including Peninsular Health, where she served as Chair (2017-2023)
- Currently serves as a Director of both **Alfred Health** and the **Queens Fund**

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