



Rein In Receivables

# Investor Presentation

Approved for release by the Board

November 2022



## Key highlights

**UK Education sector live:** Received first small payment reflecting 3 days of transactions in October. Further notifications to be transacted over the next 3 months

**Costs contained:** Operating leverage maintained through the spike of activity

**Global Reach:** Further channel agreements signed in USA, this will focus on general commercial clients, including Professional Services. Final stages of a Canadian revenue share education agreement with Convera

**Operating efficiencies:** Transactions operating efficiently from a low touch perspective

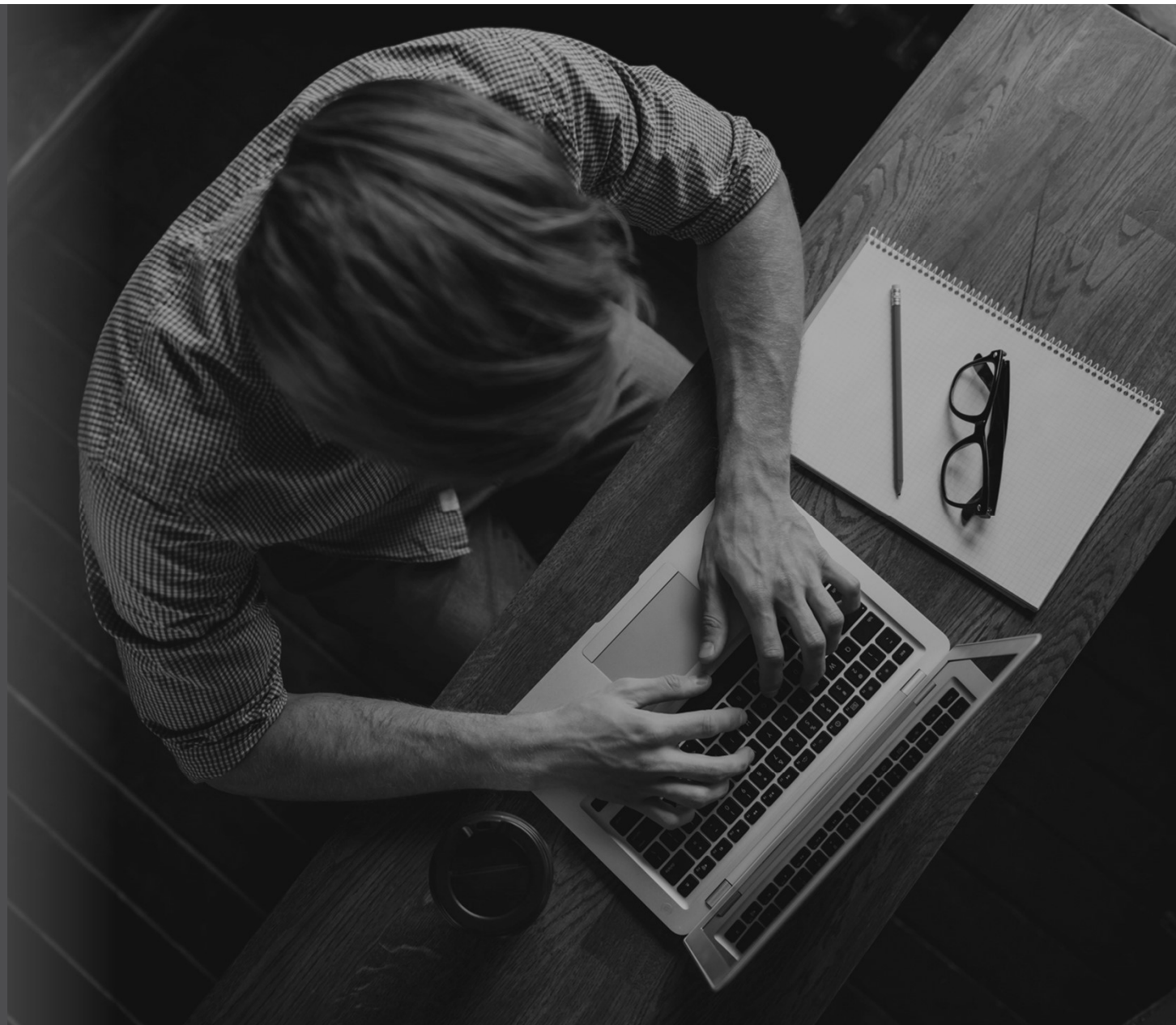
**Domestic Subscription business:** Revenue up 12% domestically on a like for like basis





# UK Education Sector

*Now live*



# UK Education Metrics

**Current total international students live:** 47,500 students

**Total Value of Invoices:** Total value of annual tuition fees in excess of previous forecasts

**Invoice and working cap cycle:** Invoices are settled by students and revenue reconciled at the end of each month. Revenue reconciled is settled the following month, Student instalment plans are paid monthly and quarterly

**Revenue metrics:** IODM receives revenue once the invoice is paid, either through the Forex Payment Platform or, now, through the Credit Card gateway



# Global Reach

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*Transactional model suits all markets*



# Global Reach

## Canada now live

Convera revenue share agreement to be extended to cover Canadian education sector on new metrics. Canadian addressable market is forecast to be larger than UK. Revenue share metrics are being finalised with other terms to remain consistent

## USA now live:

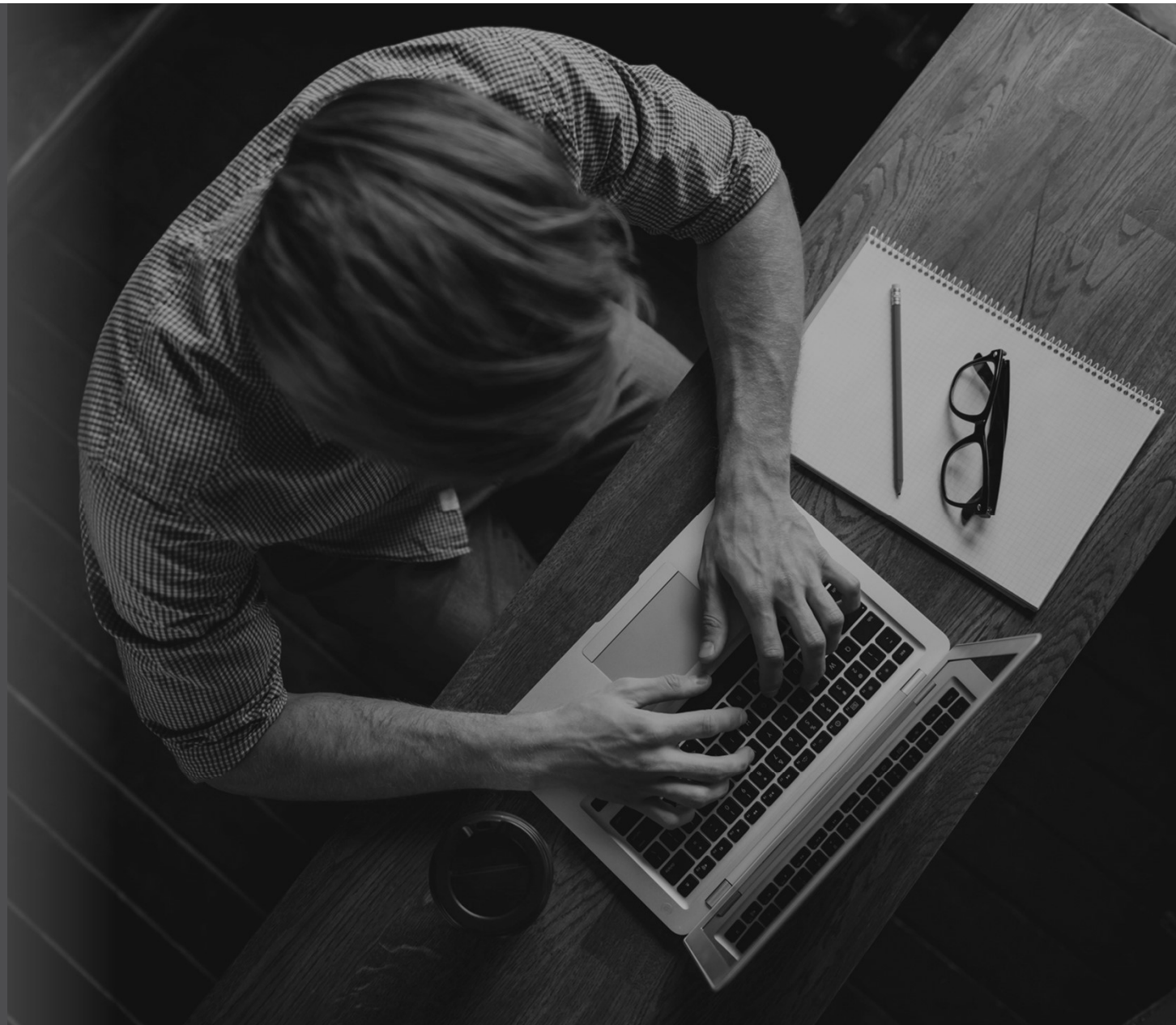
Proprietary sales model will recognise revenue on a subscription and transactional basis. Subscription revenue model will be similar to the domestic business but with an additional 20% of all value added accretive revenue





# Domestic Subscription

*The way forward*





# Domestic subscription

## Financial Year 2022:

The subscription business' line of enquiry has returned to pre-pandemic levels

Revenue is up 12% on a like for like basis

Tender book continues to strengthen

Value of invoices have increased by 103% per month for the first 4 months of FY23 versus the last 6 months of FY22

Revenue is not linked to Value





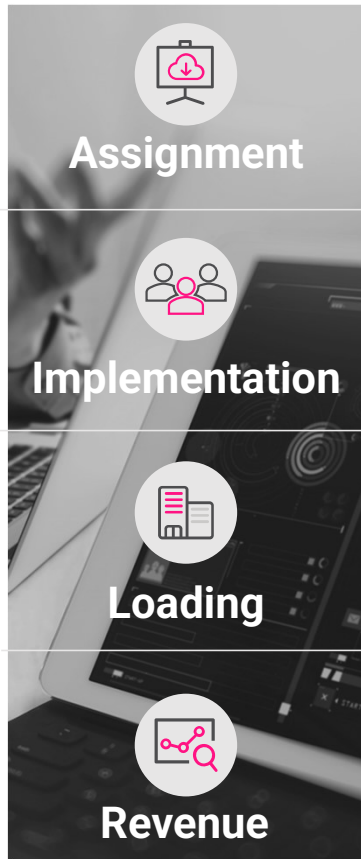
# Commercialisation

*Transactional model*



# Commercialisation

## Global transactional model



### **Channel Partners use IODM Technology as part of their offering**

- ✓ Existing clients are offered the tailored IODM product for their industry as a free service
- ✓ Channel Partners use the IODM product as a sales tool to win 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 outstandings to better analyse the client readies them for launch

### **Clients drive the system through the administration login**

- ✓ IODM system begins working with the clients existing system populating the outstanding balances
- ✓ Clients invoices are then 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 cap cycle, IODM collects a share of the revenue
- ✓ Client profile and recovery through the chosen means of payment dictates the level of revenue
- ✓ All revenue, in the global expansion short term, will be volume based



# Revenue Metrics

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Analyst model





# Revenue Metrics

## Recognition model

<b>Education</b> UK Live Canada live 3 <sup>rd</sup> qtr	<b>All revenue will be derived on a revenue share model governed by the total value of accomodation and tuition fees</b> <ul style="list-style-type: none"><li>✓ Education places at a university are invoiced on a trimester basis</li><li>✓ Total places (students) multiplied by tuition fee and accomation costs are sent to students and paid either through the Payments Platform or a credit card gateway</li><li>✓ Payment therein incurs a gateway fee and IODM receives 30% (UK) of total fees</li></ul>
<b>Professional Services</b> US live 3 <sup>rd</sup> qtr	<b>Revenue will be derived from a mix of subscription and revenue share model</b> <ul style="list-style-type: none"><li>✓ Channel partner's clients are introduced to IODM and a subscription fee will be charged in line with domestic model</li><li>✓ Channel Partner will handle the payments processing and IODM receives 20% of total value</li><li>✓ IODM receives revenue from underlying client and channel partner</li></ul>
<b>Proprietary</b>	<b>Domestic model receives monthly subscriptions</b> <ul style="list-style-type: none"><li>✓ IODM recognised as a customised ERP module for Accounts Receivable</li><li>✓ Clients are charged according to number of invoices not value</li><li>✓ Implementation revenue is recognised for customisation</li></ul>
<b>Recognition</b>	<b>Revenue</b> <ul style="list-style-type: none"><li>✓ Education revenue is paid in the following month after fees are collected</li><li>✓ Professional services will collect subscription revenue monthly in advance and shared revenue similar to Education</li><li>✓ Proprietary revenue is collected monthly in advance, implementation revenue is collected up front</li></ul>



## Appendix







# Board of Directors

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



# Executive team

	<p><b>Mark Reilly</b> Chief Executive Officer</p>	<ul style="list-style-type: none"> <li>Chartered Accountant with <b>20+ years of experience</b> in the <b>banking and finance</b> industries in an advisory capacity</li> <li>Formerly at <b>Coopers &amp; Lybrand (now PwC) in insolvency</b> before establishing his own accounting practice</li> <li>Previously held <b>Director positions</b> at Black Star Petroleum, Harvest Minerals and Ochre Group</li> </ul>
	<p><b>Petrina Halsall</b> Chief Operating Officer</p>	<ul style="list-style-type: none"> <li>Experience in advising small to medium enterprises (SME) on growth strategies, valuations and corporate restructuring</li> <li>Formerly held managerial roles at <b>Evans Partners</b> and <b>BDO Wealth Management</b></li> <li>Associate of the Institute of Chartered Accountants Australia and New Zealand</li> </ul>
	<p><b>Chris Ward</b> Chief Technology Officer</p>	<ul style="list-style-type: none"> <li><b>20+ years of experience</b> in managerial roles in software development at RAC WA, Netfira and Quickflix</li> <li>Experience in managing <b>business critical websites</b> and <b>building cloud-based infrastructures</b> for growing businesses</li> <li>Holds a Bachelor of Engineering, with honours, from University of Western Australia</li> </ul>
	<p><b>Graham Smith</b> Northern Hemisphere Head</p>	<ul style="list-style-type: none"> <li>Six years experience at Western Union Business Solutions</li> <li>Various roles including Regional Manager, Channels and Partnerships.</li> </ul>

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