

IODM Limited

December Quarter FY2020 Report and Update

Leading accounts receivable and operational efficiency solution IODM Limited (ASX: IOD) (“IODM” and “Company”) is pleased to provide a report of its activities for the quarter ending 31 December 2019.

Highlights

- **2QFY20 cash receipts up 35% to \$152k versus 1QFY20 of \$113k**
- **2QFY20 operating cash shortfall was down 60% to \$230k versus 1QFY20 loss of \$579k**
- **Value of invoices imported in to IODM system for the 1HFY20 was \$482.9m versus \$752.6m in FY19**
- **Number of invoices imported in to IODM system for the 1HFY20 was 450,019 versus 340,833 in FY19**

The company believes that the numbers reported above continue to underpin a very strong platform for the future. In a period where IODM offered free trials, to bring forward contract negotiations, the company successfully managed staff resources while growing cash receipts displaying the hard work of all our staff. An increase in both the number and the value of invoices is a leading indicator to what we were able to achieve. The company has a full understanding of the sales and growth both domestically and the greater APAC region through the Western Union agreement and have now ceased this one time offer of free trials.

The company is very pleased with both the traction and success of the domestic sales staff while the Western Union agreement is progressing according to initial disclosures.

CEO Mark Reilly commented, “We are very pleased with both the 2nd quarter and 1st half of the 2020 Financial Year. We have spent a great deal of time positioning the company for the rest of the 2020 calendar year and are very excited in the way that we have started. Managing our pipeline and finalising the bulk of the infrastructure build was integral to achieving our plan for the future.”

For further information, please contact Tony Smith at Tony.Smith@iodm.com.au or Chris Northwood at Chris.Northwood@iodm.com.au.

About IODM

IODM is an Australian leading accounts receivable solution that goes beyond chasing debt. Powered by technology, IODM streamlines the AR workflow to drive operational efficiencies and significantly improve cashflow. IODM offers a customisable application that seamlessly works with any accounting and ERP software package.

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