



**IODM**  
**Rein In Receivables**

Evans and Partners  
Small Caps Conference  
Presentation  
November 2019

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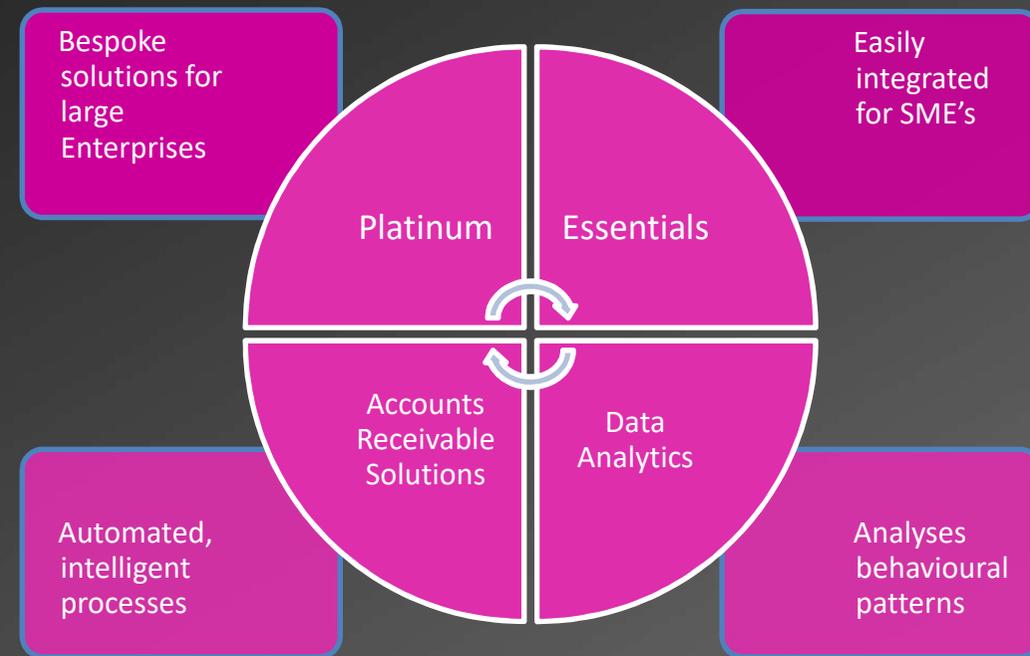
# Company Overview

IODM uses digital technology to automate the accounts receivable process and communications. Simple and quick to implement, it assists business' in collecting what is rightfully theirs, their cash, immediately.

Formed in 2008, the company, headquartered in Melbourne, Australia, is listed on the ASX and currently has clients across three continents.

The board consists of Paul Kasian (Non-Executive Chairman), Brian Jamieson, David Ireland and Anthony Smith (All Non-Executive Directors).

Key Management Personnel are Mark Reilly (CEO), Petrina Halsall (GM), Chris Ward (CTO) and Peter Claydon (Sales)



*"Within half an hour of launching IODM, we had 17 responses and 72 payments"*

Narelle Cirillo, Group Credit Manager, Wilson Security

# Tangible benefits of automation

Cashflow Benefit

Immediate positive movement of working cashflow

Productivity

Automated processing and Data analytics help whole of line transaction from redeploying FTE's, assistance in supply chain and reduction in the current manual processes etc

Single Sign on Dashboard

Manages all processes, administration, divisions and jurisdictions including both multi-lingual and currency in one dashboard

Management of Tail

Efficient process to manage all your client transactions which does not discriminate by size thus even managing high volume, low value transactions providing best practice governance

Operational  
Cost Offsets

Reduction of or redeployment of FTE, holding costs and postage

Scalable

Additional jurisdictions, divisions or acquisitions can be seamlessly added on

# Intangible benefits of automation

## Single Customer View

Merges databases into one centralised system, creates a global view of the debtor book

## Enhance Experience

The standing procedure is to send an initial reminder letter after the terms of trade becomes overdue, IODM not only allows you to customize this by client but it starts the communication before the payment date to ensure a call to action process is followed

## Improve Visibility

Both email and phone queries relate to provision of a copy of a late invoice. The solution allows for a link to invoices on reminder letters.

## Develop Synergies

Can be used across all existing accounting systems and jurisdictions. The data analytics can be used for understanding customer behavior and manipulating same to best practices

## Aligned to Strategic Direction

Streamlined integration of invoicing across all business units and aligns with business principles:

- automation
- technology
- efficiencies
- process improvement
- workflow

# Data Collection

The Query Invoice button provides a business with valuable data that assists operational efficiencies and profiles customer behavioural patterns ensuring that the data analytics collected are put to good use. Used on payment reminders to ensure prompt payment or overdue reminders to get to the heart of why an invoice is outstanding, the query button is extremely powerful and is used to overcome objections on non-payments early in the invoices life cycle.

**Demo Company Logo**

## Overdue Reminder

Dear Ben,

This is a reminder that your invoice for **\$2,000.00** is overdue.

Your prompt payment would be appreciated.

If you have any queries, please click query invoice or contact our office.

Invoice: **000000056**

To find the details of your invoice, please click **Query Invoice**.

[Pay Now](#) [Query Invoice](#)

[Invoice Summary](#)

Demo Company | [sam.halsall@iodm.com.au](mailto:sam.halsall@iodm.com.au) | 0000000000



**Demo Company Logo**

### Query Invoices

Please select the invoice or invoices that you wish to query

000000056 - Total \$2,000.00 due on 27th Jul 2018. \$2,000.00 remains owing

On what grounds do you wish to query the selected invoice(s)?

- Invoice already paid
- Invoice already paid**
- Invoice details are incorrect
- Invoice amount is incorrect
- Service has not been performed
- Purchase order has not been provided
- Product has not been delivered
- Product is faulty
- Other

**Pay Now**

# IODM Connect Features

Communicate prior to due date

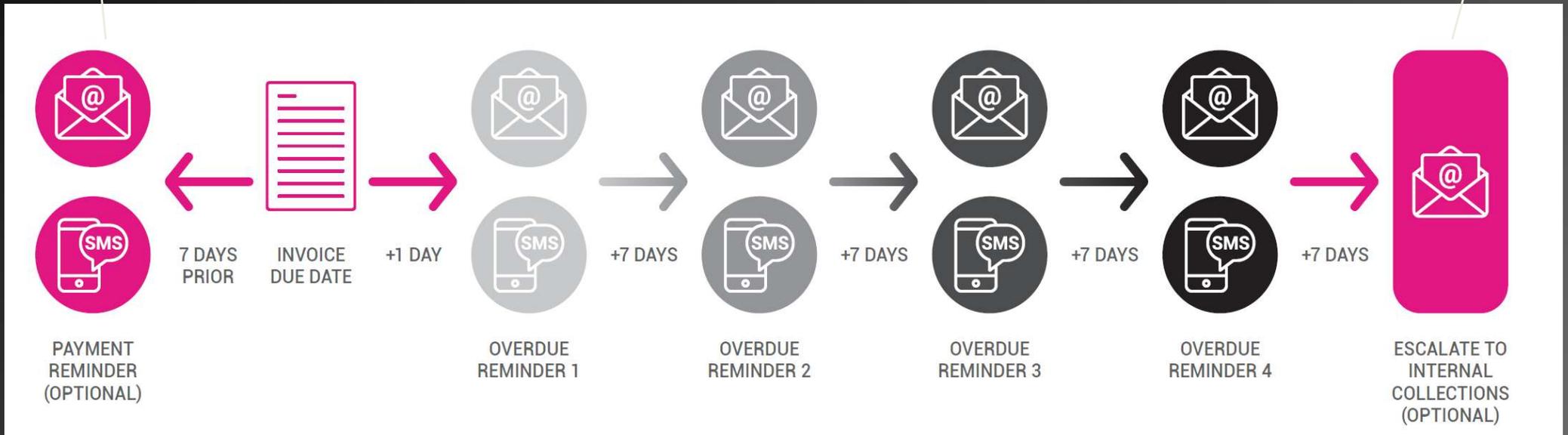
Integrate with existing ERP

Query feature dispute resolution

Communication Tracking

User Audit Trail

Escalate to internal or external connections



Tag salespersons/ collectors/ divisions

Customise multiple workflows to meet terms of trade

Client note history

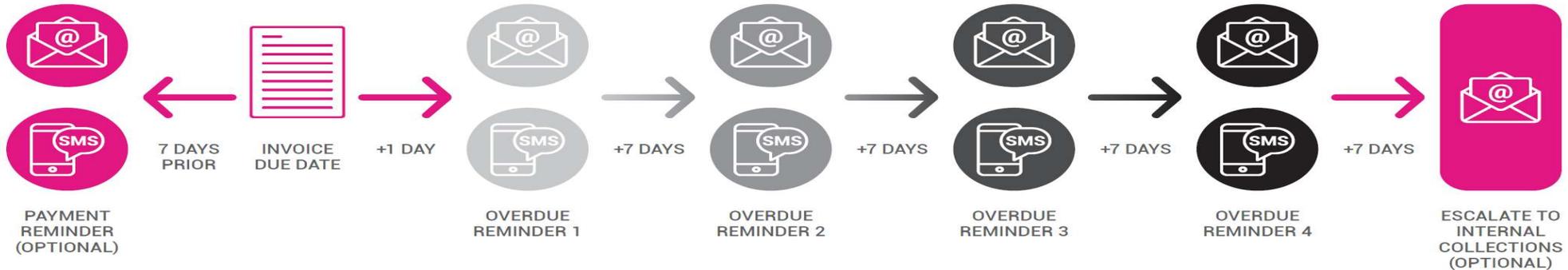
Link to customer portal

Can attach invoice

Link to pay now

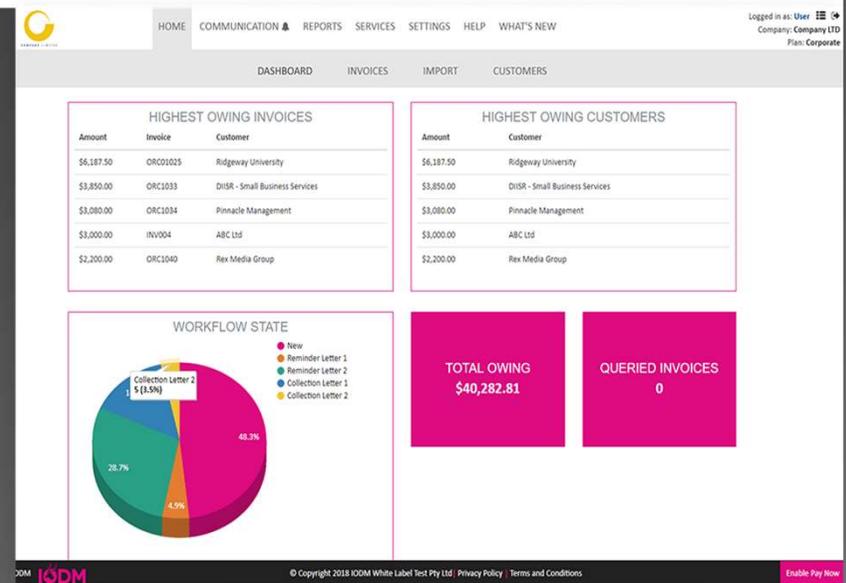
Comprehensive reporting/ analytics

# Internal Collections Workflow



The collection of the business' cash does not begin once a customer hasn't paid, it starts once the invoice has been generated. The easy to use system imports all invoices and ensures that your business is positioned well to affect the terms of trade.

The easy to use dashboard has everything at your finger tips and enables you to have everything you need to run your working capital efficiently



# Communications, Relationships and ease

Thu 26/09/2019 1:16 PM  
peter.claydon@iodm.com.au  
Second Reminder - Overdue Account

Attachment.pdf  
79 KB

YOUR LOGO HERE

## Payment Reminder

Dear Davey,

This is a kind reminder that you have invoices due to be paid for a total amount of **\$7,501.50**

Invoice: **ABC001 : \$500.10**  
**ABC002 : \$1,000.20**  
**ABC003 : \$1,500.30**  
**ABC004 : \$2,000.40**  
**ABC005 : \$2,500.50**

[Pay Now](#) [Query Invoice](#)

[Invoice Summary](#)

Ability to Pay Now or Query an Invoice at any point of the relationship

YOUR LOGO HERE

## Overdue Reminder

Dear Davey,

This is a reminder that you have invoices overdue for **\$7,501.50**

Your prompt payment is appreciated.

Invoice: **ABC001 : \$500.10**  
**ABC002 : \$1,000.20**  
**ABC003 : \$1,500.30**  
**ABC004 : \$2,000.40**  
**ABC005 : \$2,500.50**

[Pay Now](#) [Query Invoice](#)

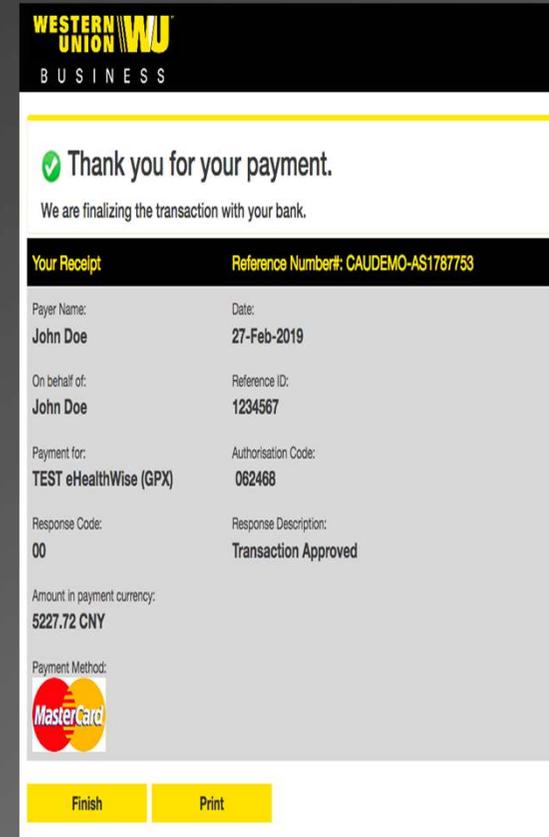
[Invoice Summary](#)

“Reminder. Your IODM invoices ABC001, 002, 003, 004, 005 for \$7,501.50 are outstanding.”

Reminders also come in SMS form

# Western Union Reciprocal Agreement

- Agreement has progressed swiftly.
- The company is finding WU professional and dynamic.
- The company is comfortable that the agreement puts the business both in a great branding and lead generation position for calendar year 2020.
- As the agreement is reciprocal, it has opened new revenue lines
- The company will continue to partner with like minded companies



**WESTERN UNION WU**  
BUSINESS

 **Thank you for your payment.**  
We are finalizing the transaction with your bank.

**Your Receipt**      Reference Number: CAUDEMO-AS1787753

Payer Name: <b>John Doe</b>	Date: <b>27-Feb-2019</b>
On behalf of: <b>John Doe</b>	Reference ID: <b>1234567</b>
Payment for: <b>TEST eHealthWise (GPX)</b>	Authorisation Code: <b>062468</b>
Response Code: <b>00</b>	Response Description: <b>Transaction Approved</b>

Amount in payment currency:  
**5227.72 CNY**

Payment Method:  

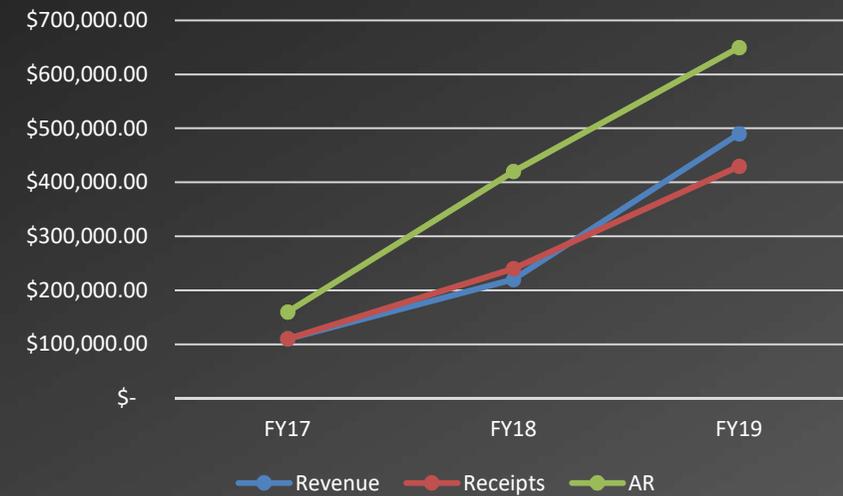

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# Efficiencies through Automation

	Manual System	With Automation
Number of invoices	5,000	5,000
Average time to follow up 1 invoice	5 minutes*	n/a
Total follow up time	416 hours	1 hour

# Executive Summary

Millions	FY18	FY19	VARIANCE
Revenue	0.22	0.49	122%
Loss from continuing operations	-0.88	-1.1	-25%
Cash Receipts	0.24	0.43	79%
Cash Payments	-1.48	-1.88	-27%
Cashflow	-0.83	-1.1	-32%
R&D Tax Offset	0.43	0.33	
Annualised Revenue	0.42	0.65	54%



Revenue up  
Up 122%

Cash Receipts  
Up 53%

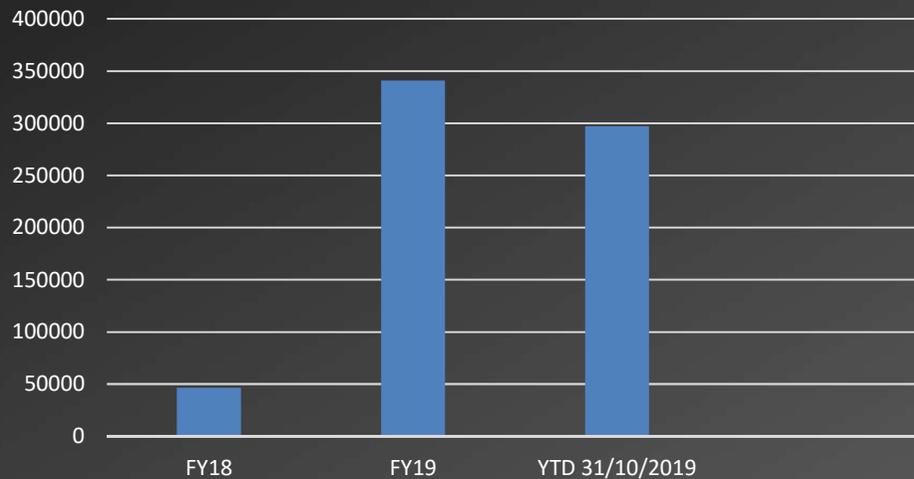
Annualised  
Revenue Up  
54%

# Revenue Performance Indicators

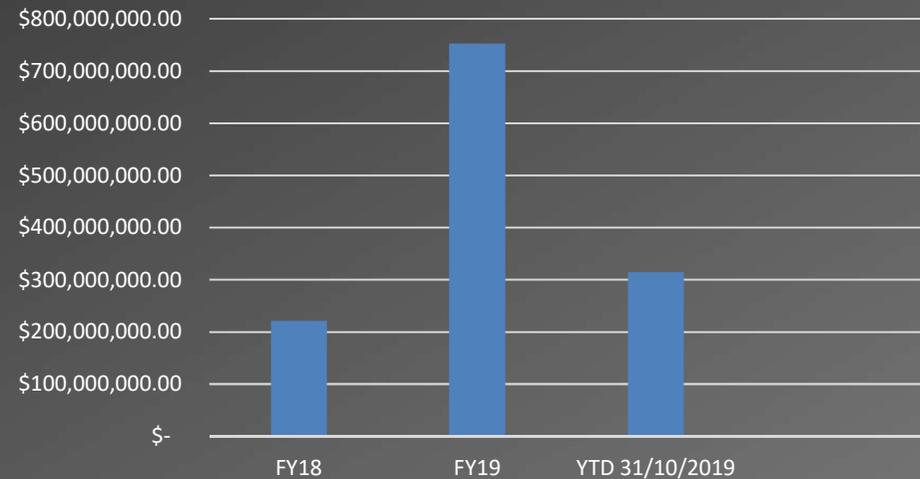
	FY18	FY19	Variance
Opening Subscription AV	0.16	0.36	125%
New Subscription AV	0.20	0.20	
Opening Licence AV	0	0	
New Licence AV	0.07	0.03	
Churn	-0.01	-0.04	
<b>Annualised Revenue</b>	<b>0.42</b>	<b>0.65</b>	<b>54%</b>
Implementation Revenue	0.06	0.08	33%
Reported Revenue	0.22	0.49	122%

Both Invoice numbers and value are growing as expected for a company entering new markets. The company is now experiencing contributions from three countries albeit Australia still accounts for 98% of volume. The company will aim to report its geographical revenue contribution in the last quarter of FY2020 or earlier, if it becomes material

INVOICES



VALUE



# Update

## Corporate commentary:

- The Western Union agreement is now being extended to other regions.
- The company has executed an agreement with Procurement Australasia to become a member, which, amongst other things, allows it to work with government and education departments.
- The company is in negotiations to develop further agreements with similar profiles to the Western Union agreement.
- The company has added one line of revenue this year with the Western Union agreement and will continue to develop new lines of revenue where appropriate.

## Operational commentary:

- Domestic sales growing similar to previous periods.
- Western Union agreement has commenced well in Australia.
- Singapore and Hong Kong marketing plan and sales training has commenced and Sales are expected in CY2020.
- New IT architecture build is currently under budget. The product is now multi lingual, multi jurisdictional.
- Sales being generated in Australia, UK and New Zealand



**Rein In Receivables**

QUESTIONS

Mark Reilly  
CEO

