



Rein In Receivables

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19 February 2020

Company Announcements Office  
Australian Securities Exchange  
Rialto Tower,  
525 Collins Street,  
Melbourne, Vic, 3000

By Email

Dear Sir

**RE IODM LIMITED AND WESTERN UNION UPDATE**

IODM lodges an update on Reciprocal and Referral Agreement with Western Union.

The announcement has been authorised for release to the market by the Board.

Yours sincerely,

**Petrina Halsall**

Company Secretary

**IODM Limited**

For further information please contact

Tony Smith

Anthony.smith@iodm.com.au

**IODM Limited**

ABN: 28 102 747 133 ASX Code: IOD

Registered Address: Level 5, 22 Albert Road, South Melbourne, Vic, 3205

Contact Details: 03 8396 5890 Email: [info@iodm.com.au](mailto:info@iodm.com.au) Website: [www.iodm.com.au](http://www.iodm.com.au)

## **IODM Limited and Western Union Provide Update on Reciprocal Referral Agreement**

Leading accounts receivable and operational efficiency solution company, IODM Limited (ASX: IOD) (“IODM”), is pleased to provide an update to the formal relationship established with Western Union Business Solutions in Australia, announced on the 25<sup>th</sup> September 2019 (the “Agreement”).

IODM and Western Union Business Solutions have now entered into an umbrella agreement in Europe which paves the way for immediate expansion of the partnership into Italy, with further potential to cooperate in France, Ireland, Germany, Austria, Belgium, the Netherlands, Spain, the United Kingdom, Czech Republic, Poland and Slovakia.

IODM is very encouraged with this expanded reciprocal referral arrangement as we have seen early success from the Agreement and look forward to dealing further with Western Union Business Solutions in Europe.

IODM’s product works well with [Western Union Business Solutions’](#) platform to provide clients with an efficient way for processing payments. This expansion is another meaningful step in advancing IODM’s brand awareness program and continues to be mutually beneficial to both companies. IODM CEO Mark Reilly commented, “This announcement further underpins the security of the relationship and the global plans that IODM and Western Union Business Solutions have before them in the coming years.”

Western Union Business Solutions’ Global Head of Channel Partners Howard Young said, “We are excited by the potential of this partnership and this development further highlights our commitment to scale into our existing territories around the world. This partnership enables us to introduce interested clients to IODM to consider their innovative solutions in managing accounts receivables. Western Union offers foreign exchange and payments solutions to help streamline cross border payments and to manage foreign exchange risks. We believe that IODM’s goal of delivering operational efficiencies to clients sits in alignment with our own value proposition.”

For further information, please contact Anthony Smith at [Tony.Smith@iodm.com.au](mailto:Tony.Smith@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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### **About Western Union**

The Western Union Company (NYSE: WU) is a global leader in cross-border, cross-currency money movement and payments. Our omnichannel platform connects the digital and physical worlds and makes it possible for consumers and businesses to send and receive money and make payments with speed, ease, and reliability. As of December 31, 2019, our network included over 550,000 retail agent locations offering our branded services in more than 200 countries and territories, with the capability to send money to billions of accounts. Additionally, [westernunion.com](https://westernunion.com), our fastest growing channel in 2019, is available in over 70 countries, plus additional territories, to move money around the world. With our global reach, Western Union moves money for better, connecting family, friends and businesses to enable financial inclusion and support economic growth. For more information, visit [www.westernunion.com](https://www.westernunion.com).

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