



Rein In Receivables

1H22 RESULTS

Approved for release by the Board

February 2022

Key highlights

Subscription Fee Revenue Up 5.4%: Subscription Fee Revenue increased despite Covid 19 lockdowns and impact of businesses delaying decision making affecting the growth in implementation revenue.

Loss narrows: Operating loss narrowed on PCP by 18%

Continuing to increase footprint in Europe: New educational clients are being onboarded in the UK while our first client in Greater Europe continues the geographical expansion

Further territories: UAE penetration continues and will provide new Licence Revenue lateral

Subsequent capital raising: Recent capital raising provides comfort on the rollout strategy



Robust business model

Growing annuity-style subscription revenue underpins significant operating leverage potential, coupled with diversified revenue streams



Results

	1H22 \$m	1H21 \$m	% DIFF	
Revenue	0.41	0.4	Flat	No implementation fees due to Covid and heavy skew to Education
R & D/Grants	0.44	0.28	▲ 52%	Higher due to greater investment in R&D
Costs	1.6	1.7	▼ 6%	Costs being managed through growth phase
D & A	-0.08	-0.04	▲ 70%	
Net Loss	-0.8	-1.0	▼ 20%	Loss narrows due to higher investment in R&D
Annualised Revenue	3.1	1.5	▲ 107%	Higher AR due to the expansion in to Education in the UK



Global Expansion

*IODM announced on 30 June 2021
the expansion through the UK
Education Industry*



IODM and Western Union Business Solution

Strategic partnership with Western Union accelerating growth

Overview

- June 2021**
IODM signs new contract with Western Union Business Solutions in **UK Education Sector**
- June 2021**
Signs first **UK Education Client**
- August 2021**
Signs second **UK Education Client**
- December 2021**
Further clients signed in **UK Education**

Strong long-term and trusted relationship established with Western Union, a global leader in cross-border, cross-currency money movements and payments

WesternUnion WU

Business Solutions

Mutually beneficial arrangement

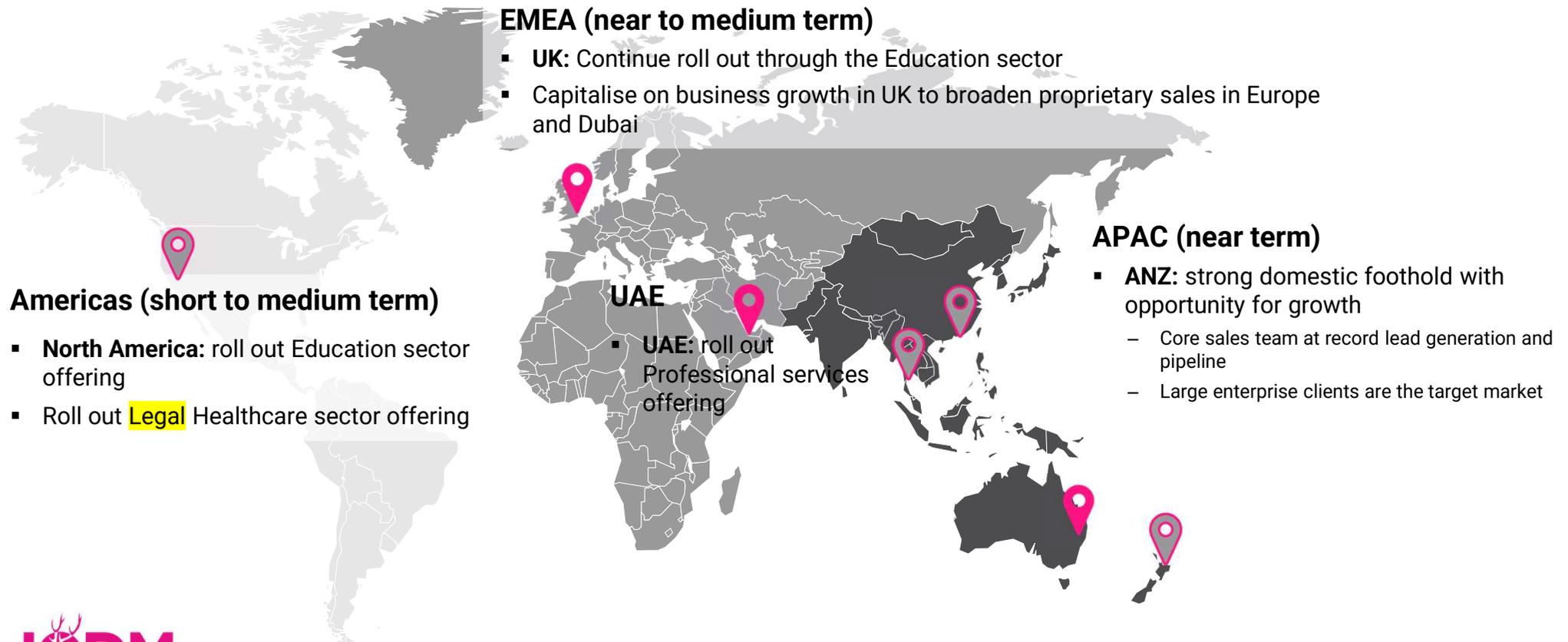
- ✓ Clear validation and endorsement of IODM's solution
- ✓ Currently being rolled out through Education in the UK
- ✓ Has provided a foothold in the UK, APAC and Europe
- ✓ Aligned with Western Union Business Solution's global plans
- ✓ Offers WUBS a point of difference in competitive FX market
- ✓ Together provides an end to end, accounts receivable, payable and FX risk management solution

Revenue recognition



Strategic geographical expansion

IODM is executing a strategic international expansion strategy leveraging key partnerships





Validated strategy

*Strong traction achieved with
unique solutions delivered to a
growing high-quality customer base*



Stakeholder benefits

IODM technology provides organisation-wide benefits

 <p>Management</p>	<p>Increases visibility and control over business wide processes</p> <ul style="list-style-type: none">✓ Real-time reporting and easy access to analytics via an intuitive dashboard providing full visibility✓ Immediately decreases amounts owing, leading to higher working capital✓ Improves employee productivity and operational efficiency
 <p>Employees</p>	<p>Reduces manual follow-up increasing efficiency and satisfaction</p> <ul style="list-style-type: none">✓ Automation and end-to-end solution reduces reliance on manual processes saving time, energy and manpower✓ Platform can be accessed from anywhere supporting flexible and remote working arrangements✓ Less time required on manual tasks, improving employee satisfaction
 <p>Customers</p>	<p>IODM's two-way communication feature enhances customer experience</p> <ul style="list-style-type: none">✓ Easy settlement through pay-now feature enabling immediate payment, supporting several payment methods✓ Ability to query invoices online circumvents reluctance to spend time following up issues✓ Improving customer service due to immediate response and audit trail
 <p>Board</p>	<p>Increased board confidence and de-risking of accounting irregularities</p> <ul style="list-style-type: none">✓ Provides board greater comfort in minimising accounting irregularities and its subsequent impacts✓ Provides great oversight into employee and customer information✓ Increased confidence in forecasting and planning with more surety of cash in-flows

IODM is the optimal solution for accounts receivable

IODM offers a affordable and customisable platform with real-time reporting

ERP

End to end system for the whole business

- ❓ Not all ERPs have an AR module
- ❓ The ones that do tend to be expensive, standardised and may not cater to the every needs of a customer
- ❓ Reporting is backward looking, without real-time functionality
- ❓ Limited auditability and oversight on staff / staff permissions
- ❓ Needs to cater for every business function, requiring time and minimal fungibility

IODM

Specialist package that seamlessly integrates with ERP

- ✅ Customisable
- ✅ Live data
- ✅ Audited trail
- ✅ Ability to pay in local currency
- ✅ Notification tracking
- ✅ Visibility over staff and customers
- ✅ Real time reporting
- ✅ Can communicate via email or SMS
- ✅ 30 day implementation

Customers: top-tier portfolio

Geographic and sector diversified customer base with headroom for significant growth

Domestic



International





Exciting growth outlook:

Well positioned to execute on high-value opportunities with a strong pipeline of global opportunities and varying revenue lines



Proven commercialisation strategy

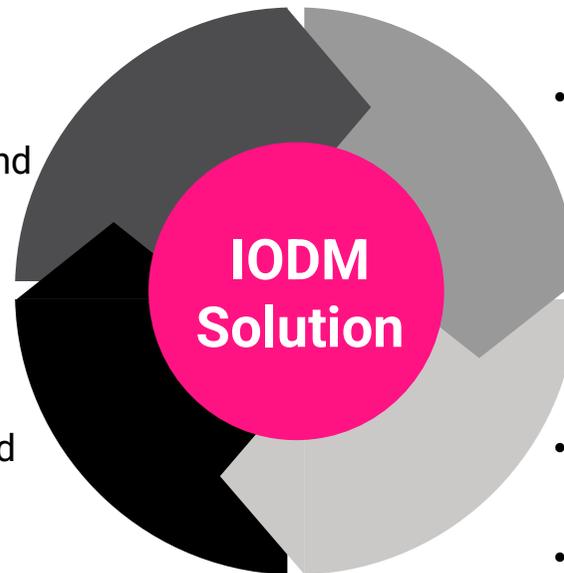
Focused on optimising network effects and achieving highly scalable growth

Partnerships

- External validation of IODM's solution
- Underpins pipeline of opportunities in key target markets globally
- Expands IODM's product offering and brand awareness (particularly in Europe)

Revenue streams

- Revenue will be based on implementation and recurring subscription fees, transactional revenue and finance
- Geographical spread will drastically change in CY22
- Continuing to diversify revenue streams



Customers

- Top-tier client portfolio – diversified by geography and across multiple sectors
- Bespoke customisation enables IODM to be at the forefront of customer trends and informs enhancements

Product development

- Investment in IODM's solution is well informed by customers and partners
- Ongoing enhancements and additional features optimises IODM's solution, increasing key competitive advantages

Why IODM



Scalable adaptable technology: Optimised automated software solution that revolutionises business cash flow management



Unique positioning: Unique offering capitalising on macro tailwinds, such as increased compliance regulations and flexible work arrangements



Robust business model: Growing annuity-style subscription revenue underpins significant operating leverage potential, coupled with diversified revenue streams



Validated strategy: Strong traction achieved with unique solutions delivered to a growing high-quality customer base



Exciting growth outlook: Well positioned to execute on high-value opportunities with a strong pipeline of global opportunities



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)
- Former Chairman and CEO of **Genetic Technologies Limited**



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



Anthony Smith
Non-Executive
Director

- 30+ years experience in finance with expertise in corporate finance, institutional research sales and private wealth advisory
- Former Head of Securities and Country Director of **Austock Group** and **Phillip Capital**
- Current Senior Investment Advisor at **Cashel Family Office**
- Current directorships at **Energy Technologies Limited** (ASX:EGY)



Brian Jamieson
Non-Executive
Director

- 30+ years experience providing advisory and audit services to a diverse range of public and private companies
- Former Chief Executive of **Minter Ellison Melbourne** and Chief Executive Officer at **KPMG Australia**
- Currently a Non-Executive Director of Highfield Resources Limited and Non-Executive Chairman of Energy Technologies Limited (ASX:EGY)
- Former directorships at **Sigma Healthcare** (ASX:SIG), **Mesoblast Limited** (ASX:MSB), **OZ Minerals** (ASX:OZL), **Tatts Group Limited** (ASX:TTS) and **Tigers Realm Coal** (ASX:TIG)

Executive team

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



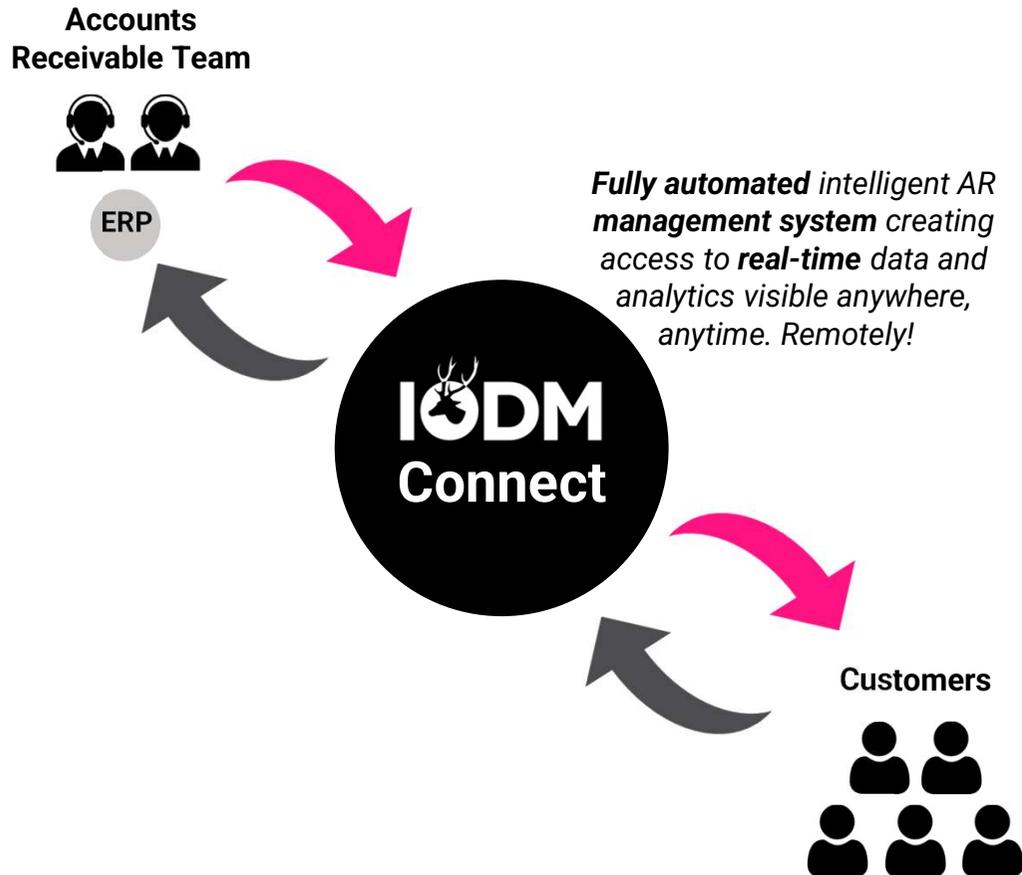
Scalable adaptable technology

*Optimised automated software
solution that revolutionises
business cash flow management*



IODM Connect – a digital solution

Provides an end-to-end solution that seamlessly streamlines the AR process



Reduces costs, time, human error and increases timely payments

- ✓ Direct Integration with existing ERP system
- ✓ Bulk invoice delivery
- ✓ Task Manager with customised workflows
- ✓ Pay Now" Function and Payment Plan Module
- ✓ Query Management Function
- ✓ Credit Application Management Module
- ✓ Reconciliation/Receipting Module
- ✓ Credits Module and Audit Tracking
- ✓ Client note history and risk profiling
- ✓ Comprehensive reporting analytics
- ✓ Automatic escalation to collectors
- ✓ Cash-flow reporting
- ✓ Behavioural AI

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