



FY21 RESULTS

August 2021

Approved for release by the Board



Key highlights

Revenue Up 33%: Revenue increased despite Covid 19 lockdowns affecting the growth in implementation revenue. Subscription Revenue grew organically.

Cash Receipts Up 33%: Cash receipts continues to demonstrate the strong cash collection of the business

Cash Payments Up 12%: Cash payments up as the company invested in to further sales

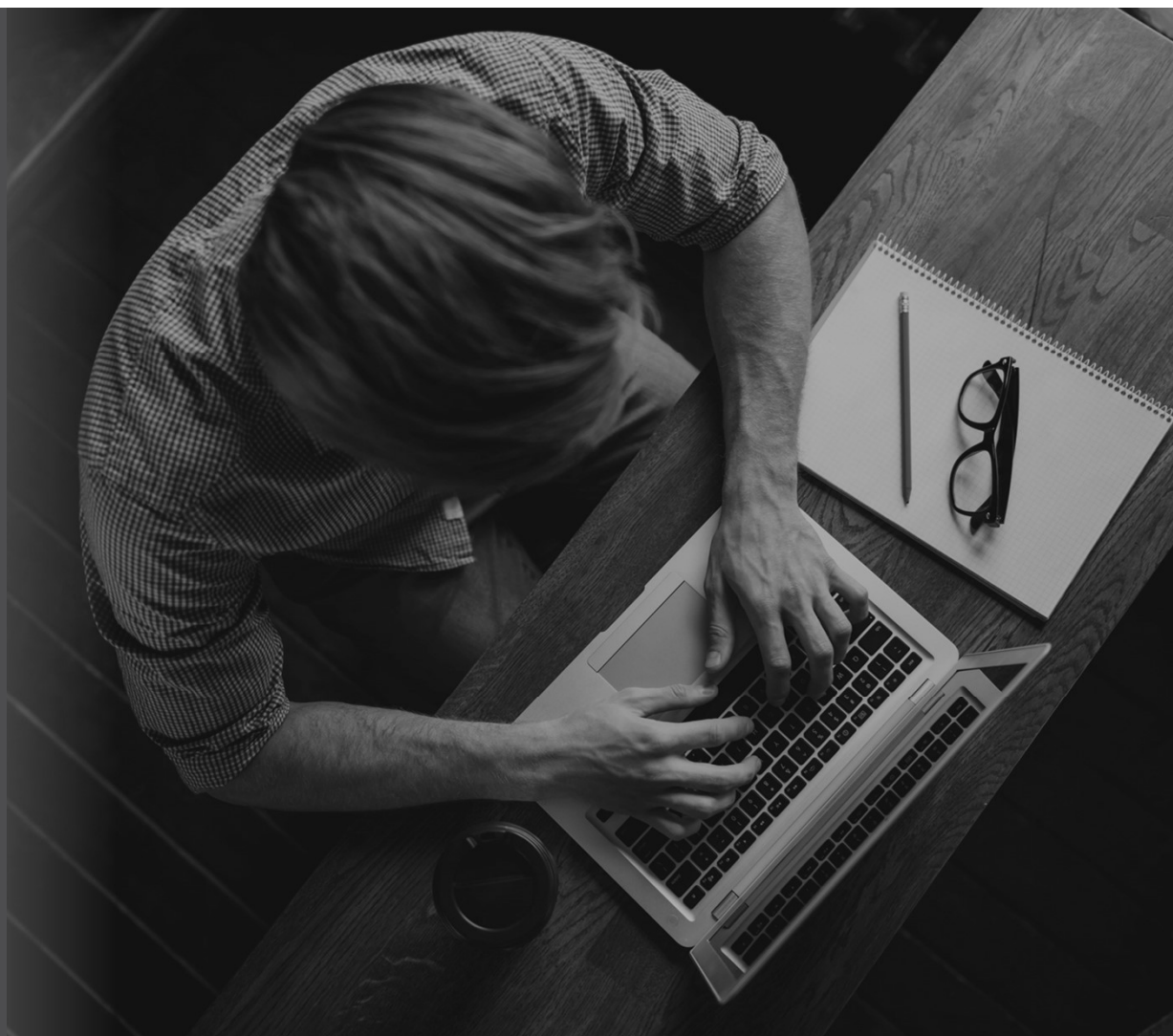
Validated strategy: Subscription Revenue up despite COVID-19 lockdown halting implementations demonstrating for the first time robust organic growth from existing clients. Strong enquiry out of Australia, UK and the USA. Due to enquiry, first sales member employed in UAE

Annualised Revenue Up 80%: Annualised revenue up on strong pipeline and the expansion in to the UK



Robust business model

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



Results

	FY21 \$m	FY20 \$m	% DIFF	
Revenue	0.86	0.64	▲ 33%	Strong Organic growth from existing clients adding more divisions
Net Loss	-2.2	-2.4	▲ 9%	Net Loss reduced due to government support
Cash Receipts*	1.0	0.75	▲ 33%	Strong organic growth in the first half
Cash Payments	-2.6	-2.4	▲ 12%	Higher payments due to an increase in staff resources in the first half
Cash Flow*	-1.64	-1.61	▲ 2%	
Annualised Revenue	1.98	1.1	▲ 80%	Higher AR due to the recent clients in the UK

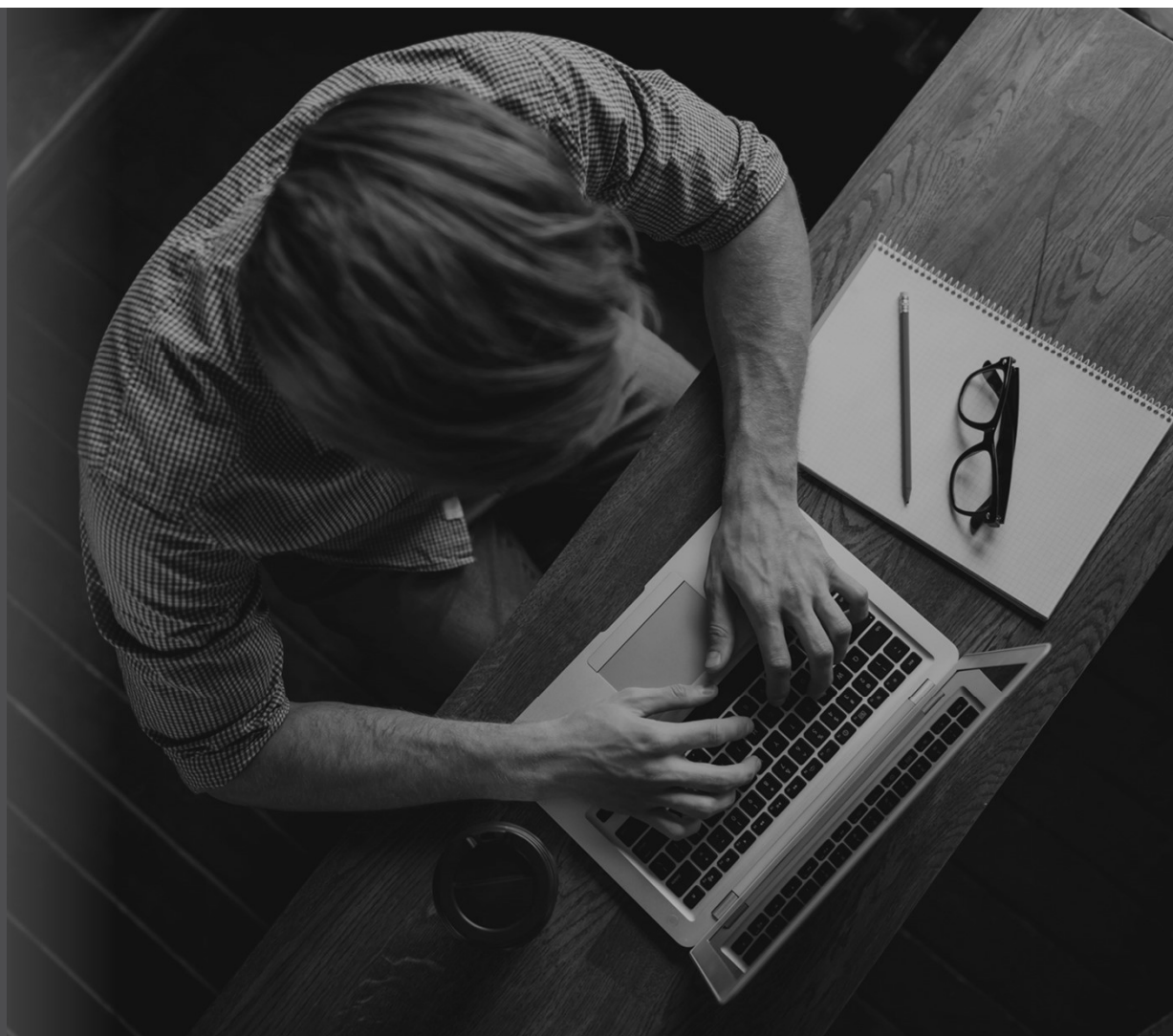
*Operating result





Global Expansion

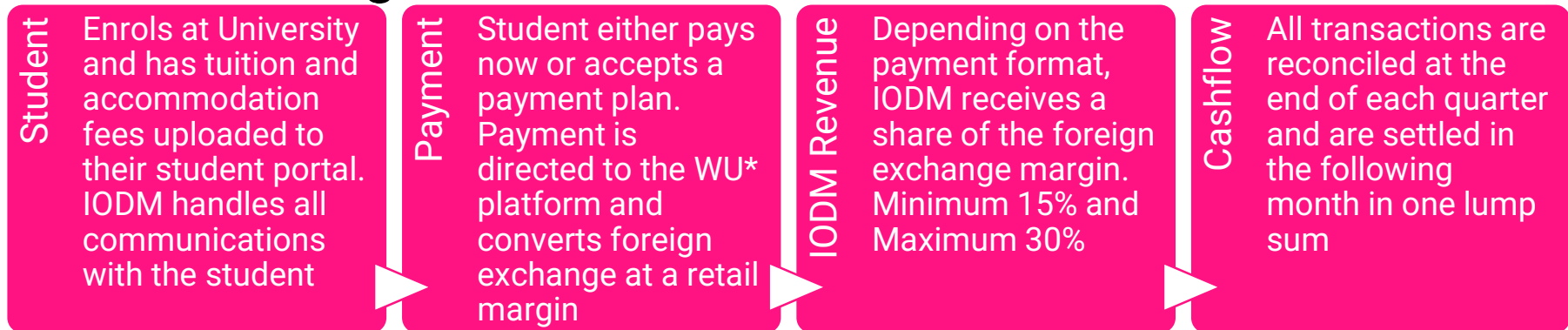
*IODM announced on 30 June 2021
the expansion through the UK
Education Industry*



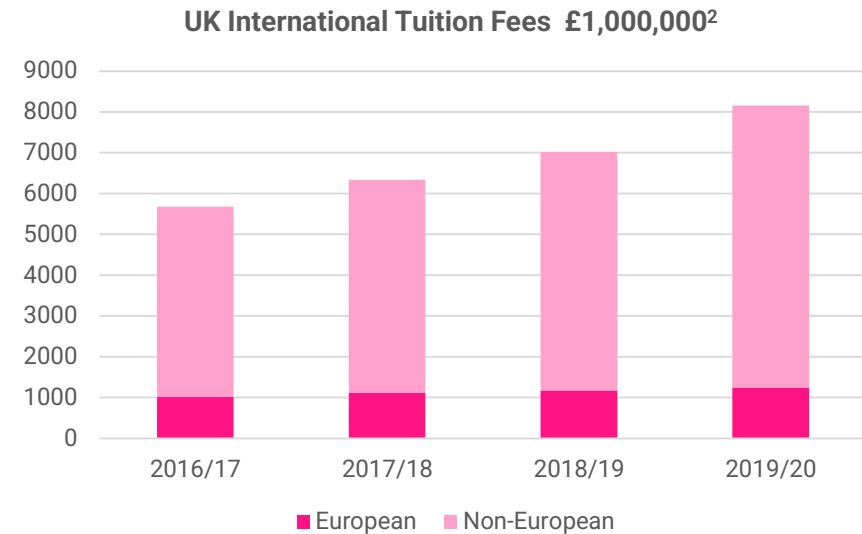
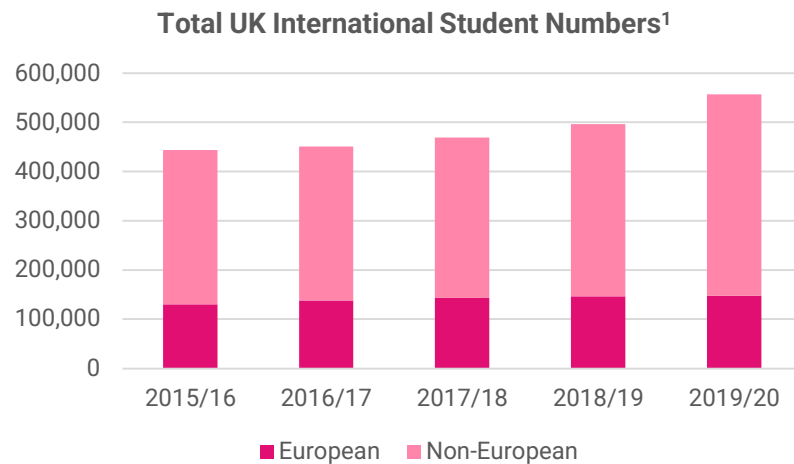
Global Expansion



Revenue recognition



UK Education Sector (Universities)



- UK International student numbers at 556,625
- Average students per university is 4,093
- On 6 February 2021, the UK Government launched an updated International Education Strategy reaffirming its aim to recruit 600,000 international higher education students annually³
- Average International student tuition fee is £ 16,892.31

UK Education Sector Roll Out (Universities)

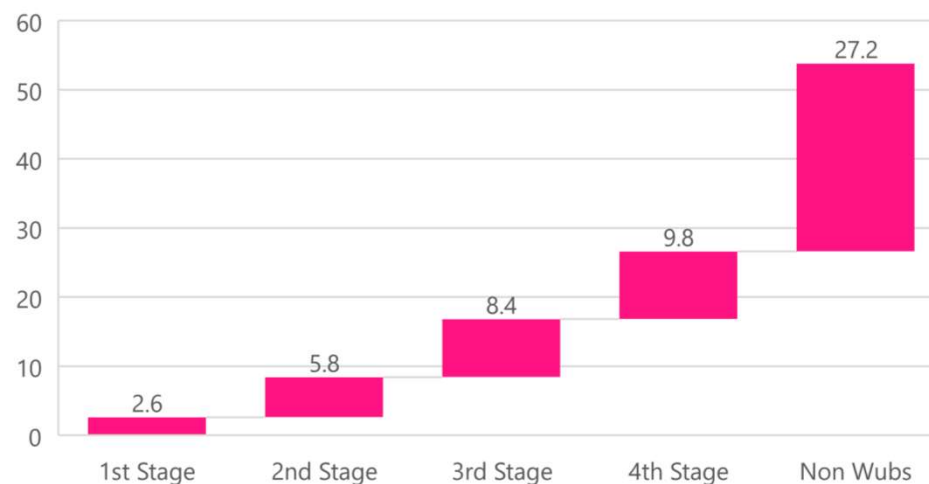
Average size university

Average Students	Average Tuition	Average F/X Value
4,093	£ 16,892.31	£ 69,140,224.83

1st Stage Roll out

ANNOUNCED	DATE	LOWER RANGE REVENUE EVENT per annum
1ST CLIENT	30/06/2021	\$ 195,000
2ND CLIENT	5/08/2021	\$ 465,000
TOTAL		\$ 660,000

UK Education Roll Out
Revenue per annum



IODM and Western Union Business Solution

Strategic partnership with Western Union accelerating growth

Overview

Feb 21
Appointed Graham Smith as Head of UK to oversee and continue the European roll out strategy while working with the WUBS team. Graham has previously held senior roles within WUBS

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**

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



Strategic geographical expansion

IODM is executing a strategic international expansion strategy leveraging key partnerships

EMEA (near to medium term)

- **UK:** Continue roll out through the Education sector
- Capitalise on business growth in UK to broaden proprietary sales in Europe and Dubai

APAC (near term)

- **ANZ:** strong domestic foothold with opportunity for growth
 - Core sales team at record lead generation and pipeline
 - Large enterprise clients are the target market
- **Singapore:** Focus is on Education and Healthcare
 - Currently being driven by WUBS
- **Hong Kong:** Focus is on manufacturing sector and professional services

Americas (short to medium term)

- **North America:** roll out Education sector offering
- Roll out Healthcare sector offering







Validated strategy

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



Stakeholder benefits

IODM technology provides organisation-wide benefits

 Management	Increases visibility and control over business wide processes <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
 Employees	Reduces manual follow-up increasing efficiency and satisfaction <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
 Customers	IODM's two-way communication feature enhances customer experience <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
 Board	Increased board confidence and de-risking of accounting irregularities <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

Dahlsens
SINCE 1977
For the Builder.

JAPARA



northern health
the northern way of caring



International



BoardRoom





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

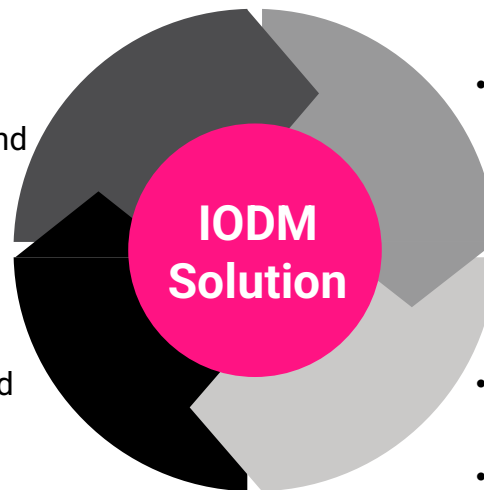
- Revenue will be based on implementation and recurring subscription fees, transactional revenue and finance
- Geographical spread will drastically change in FY22
- Continuing to diversify revenue streams

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

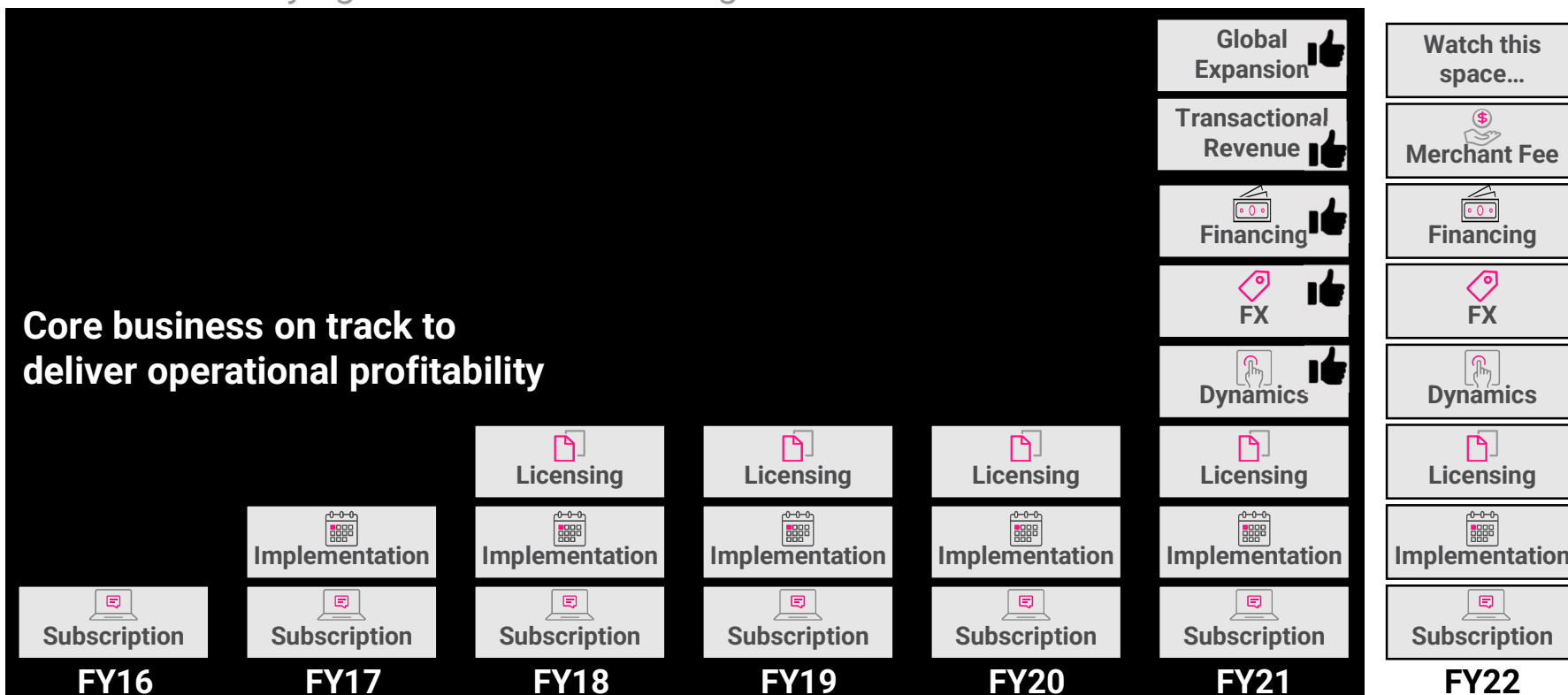


Revenue streams

IODM is diversifying its revenue mix through additional streams of income

Significant upside growth potential from transaction-related revenue...

Core business on track to deliver operational profitability



Transacted in FY21

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

	Mark Reilly Chief Executive Officer	<ul style="list-style-type: none">Chartered Accountant with 20+ years of experience in the banking and finance industries in an advisory capacityFormerly at Coopers & Lybrand (now PwC) in insolvency before establishing his own accounting practicePreviously held Director positions at Black Star Petroleum, Harvest Minerals and Ochre Group
	Petrina Halsall Chief Operating Officer	<ul style="list-style-type: none">Experience in advising small to medium enterprises (SME) on growth strategies, valuations and corporate restructuringFormerly held managerial roles at Evans & Partners and BDO Wealth ManagementAssociate of the Institute of Chartered Accountants Australia and New Zealand
	Chris Ward Chief Technology Officer	<ul style="list-style-type: none">20+ years of experience in managerial roles in software development at RAC WA, Netfira and QuickflixExperience in managing business critical websites and building cloud-based infrastructures for growing businessesHolds a Bachelor of Engineering, with honours, from University of Western Australia
	Isaac Smith Head of Business Development	<ul style="list-style-type: none">20+ years of experience in marketing and digital salesBroad sector experience, formerly held executive roles in marketing and sales across REA Group, GSK in Singapore and Optus
	Graham Smith UK Head	<ul style="list-style-type: none">Six years experience at Western Union Business SolutionsVarious roles including Regional Manager, Channels and Partnerships.



Scalable adaptable technology

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



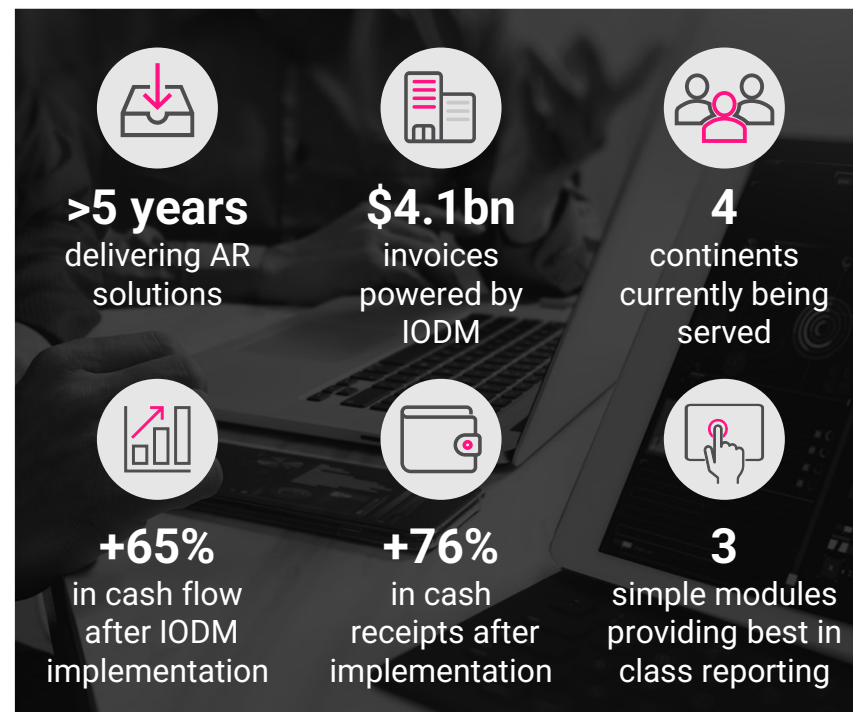
IODM Snapshot

A new paradigm for managing Accounts Receivables (AR), with incredible automation that saves time, money and releases working capital back to businesses

An intelligent **Accounts Receivable** solution

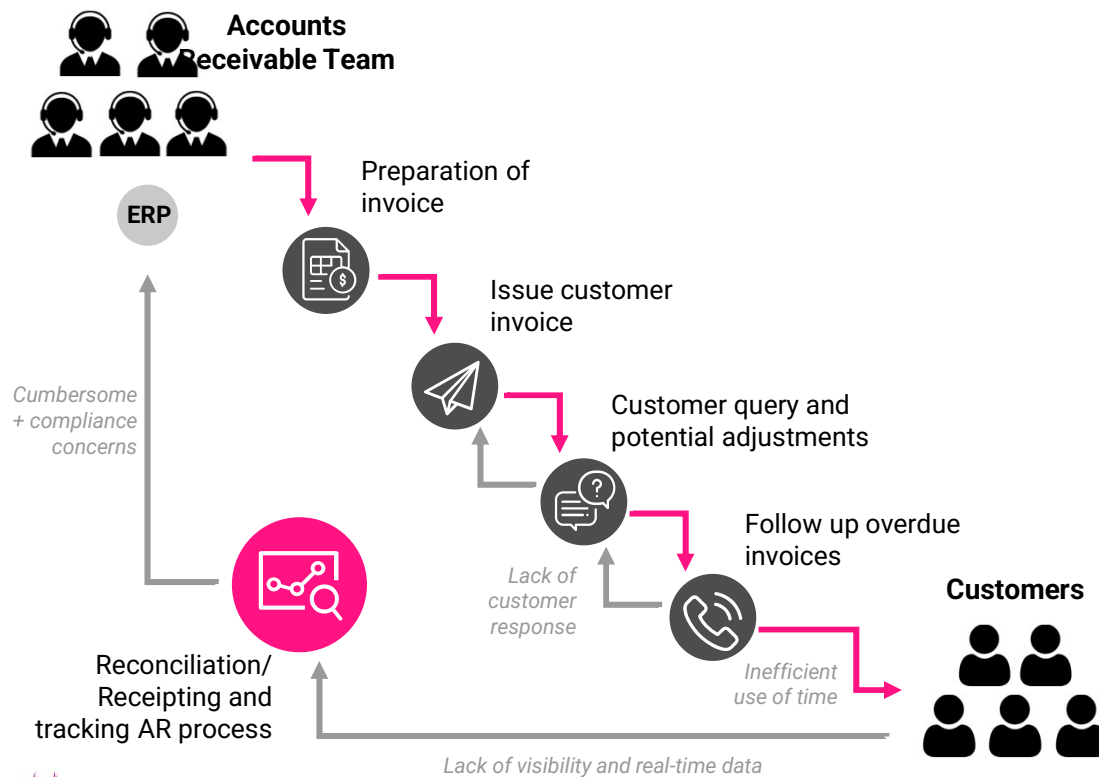


that utilises digital technology to simply optimise automation



Outlining the problem

Accounts receivable is typically a cumbersome, inefficient process with many manual steps



Inefficient, increased human error and poor customer experience

\$115bn in unpaid invoices in Australia

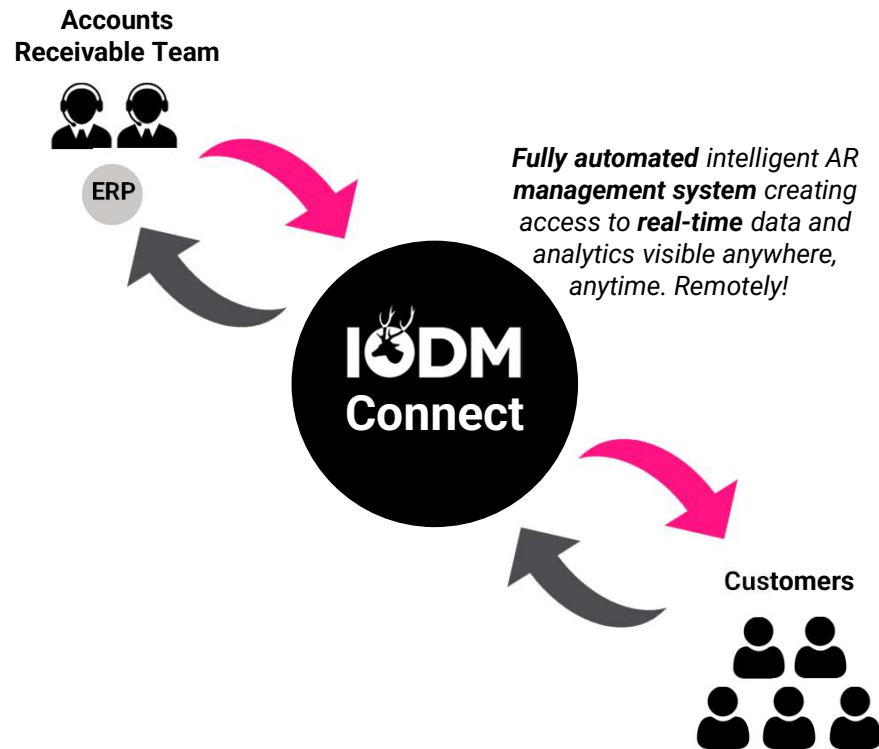
\$235bn in lost revenue in 2017

18m hours per year spent chasing debtors

60% of invoices are paid late

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

Disclaimer

Summary Information - This presentation ("Presentation") is prepared by IODM Limited (ABN 28 102 747 133) ("IODM" or the "Company") to provide summary information about IODM. IODM is an Australian public company listed on the Australian Securities Exchange (ASX). Statements in this presentation are made only as at the date of this presentation and the information in this presentation remains subject to change without notice. Distribution of this document in certain jurisdictions may be restricted by law and therefore persons should inform themselves about these restrictions.

This is not financial product advice - The information in this presentation is of a general nature and does not purport to be complete. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions, and conclusions contained in this presentation. This presentation does not purport to summarise all information that an investor should consider when making an investment decision. IODM recommends that you do not act on any information contained in this Presentation without first consulting your investment adviser to determine whether an investment in the company is appropriate for your investment objectives, financial situation and particular needs. You should make your own assessment of an investment in IODM based on further information which can, in part but not limited to, be found in IODM's periodic reports and other continuous disclosure announcements released to the Australian Securities Exchange which are available at www.asx.com.au and should not rely solely on this presentation. In all cases, you should conduct your own research and due diligence of IODM and analysis of the financial condition, assets and liabilities, financial position and performance, profits and losses, prospects and business affairs of IODM and its businesses, and the contents of this presentation. You should seek legal, financial, tax and other advice appropriate for your jurisdiction.

Past performance - Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance.

Future performance - This presentation contains certain forward-looking statements with respect to the financial condition, operations, annualised revenue and business of IODM and certain plans and objectives of the management of IODM. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "will", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations of comparable terminology. These forward-looking statements include all matters that are not historical facts. Such forward-looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of IODM to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding IODM's present and future business strategies and the political and economic environment in which IODM will operate in the future, which may or may not be reasonable, and are not guarantees or predictions of future performance. No representation is made that any of these statements or forecasts will come to pass or that any forecast result will be achieved. Forward-looking statements speak only as at the date of this presentation and to the full extent permitted by law, IODM and its affiliates and related bodies corporate and each of their respective directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in this presentation).

Financial data - All figures in the presentation are A\$ millions unless stated otherwise and all market shares are estimates only.

Financial information - All pro forma and forecast financial information provided in this presentation is for illustrative purposes only and does not represent a forecast or expectation by the Issuer as to IODM's future financial condition and / or performance.

Disclaimer - No representation or warranty, express or implied, is made by the Company that the material contained in this presentation will be achieved or prove to be correct. Except for statutory liability which cannot be excluded, each of the Company, its directors, officers, employees, advisers and agents expressly disclaims any responsibility for the accuracy, fairness, sufficiency or completeness of the material contained in this presentation, or any opinions or beliefs contained in this document, and excludes all liability whatsoever (including in negligence) for any loss or damage which may be suffered by any person as a consequence of any information in this presentation or any error or omission there from. The Company is under no obligation to update or keep current the information contained in this presentation or to correct any inaccuracy or omission which may become apparent, or to furnish any person with any further information. Any opinions expressed in the presentation are subject to change without notice.

Unverified information - This presentation may contain information (including information derived from publicly available sources) that has not been independently verified by the Company.



Rein In Receivables

Contact us

Mark Reilly

IODM Limited

Chief Executive Officer

P: +61 (0)3 8396 5890

E: info@iodm.com.au

Visit us

www.iodmconnect.com

Follow us on social media

