



# AGM Presentation

Approved for release by the Board  
October 2021

## Key highlights



**Global Reach:** Implemented the first of the overseas ERP sized clients through the targeted strategy



**Global Focus:** Re-positioned domestic staff to concentrate on leveraging off our global presence in regions to handle the accelerated workload



**Re-positioned business model:** Pivoted to a transactional revenue model to re-position the business to a greater share of wallet across the clients



**Validated strategy:** Reverse inquiry peaked in the first quarter leading to IODM hiring a Head of Sales in Dubai

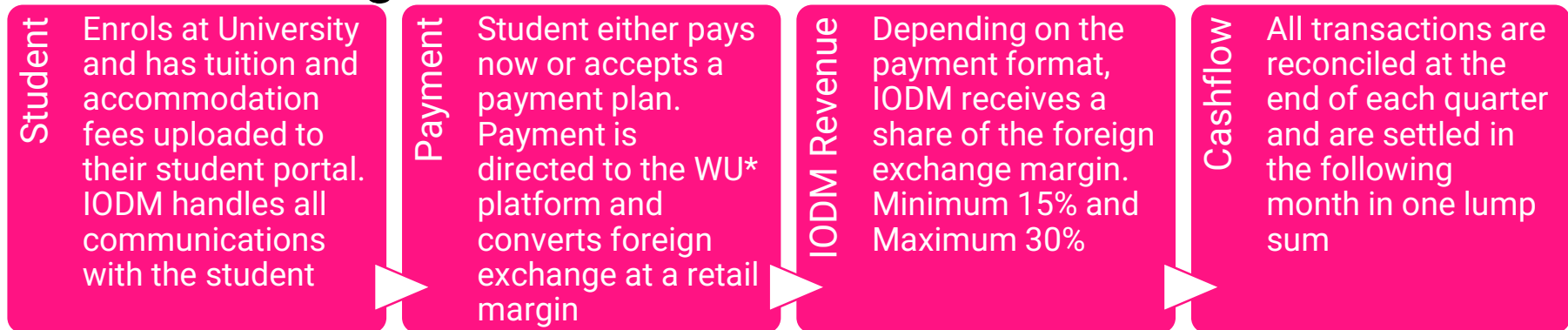


**Exciting growth outlook:** Well positioned to execute on high-value opportunities with a strong pipeline of global opportunities

## Global Expansion



## Revenue recognition

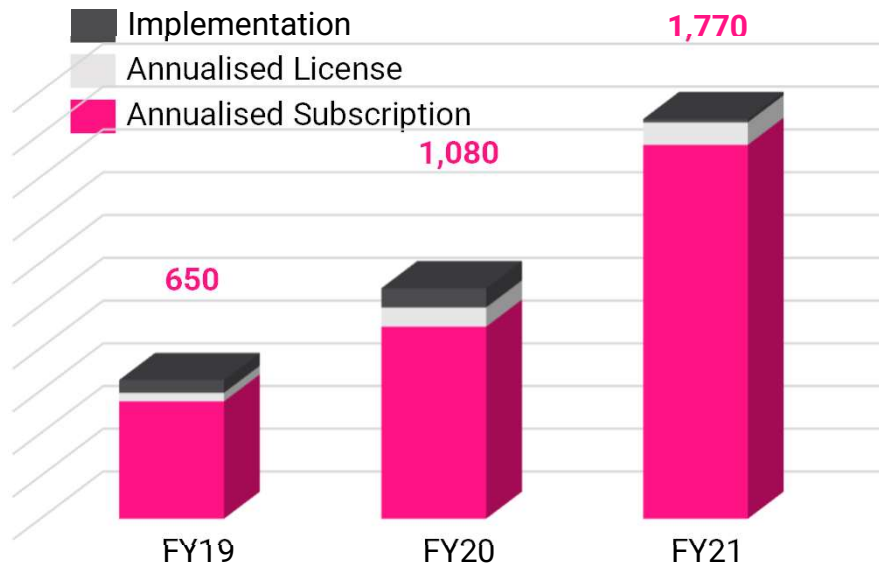


# IODM achieving record revenue growth in FY2021

IODM's annualised revenue is growing >50% year on year

## Annualised revenue<sup>1</sup>(A\$'000)

FY19-FY21



**IODM has continued strong growth despite the COVID-19 environment**

- ✓ Annualised revenue has grown **50% annually** FY19 to FY21
- ✓ **Global Revenue forecast to be the dominant growth driver**
- ✓ Next phase of the company's change in revenue profile will come from an increase in License fees



1. Annualised revenue is based on the monthly contracted cash movement at the time of disclosure multiplied by 12

# 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 to September 2021**  
Signs further **UK Education Clients**

**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, office established in Dubai

## Americas (short to medium term)

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

## 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

# 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

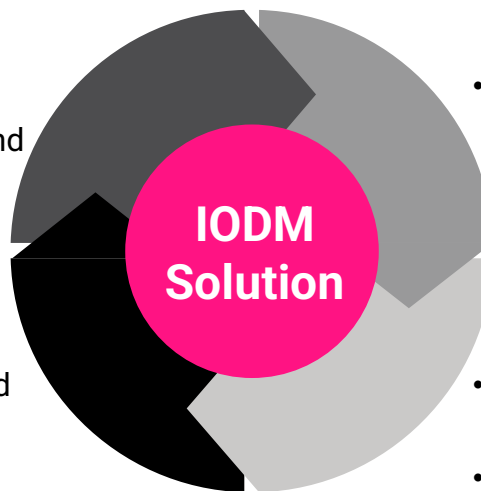
- Revenue will be based on implementation and recurring subscription fees, transactional revenue, licensing revenue and finance
- Geographical spread will drastically change in FY22
- Continuing to diversify revenue streams

## 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



# Customers: top-tier portfolio

Geographic and sector diversified customer base with headroom for significant growth

## Domestic

**Dahlsens**  
SINCE 1977  
For the Builder.

**JAPARA**



**Spicers**

**adapta**lift  
forklift hire • sales • service • parts



**northern health**  
the northern way of caring

**Monash Health**

**MaxiTRANS**

**RSEA**  
SAFETY

**IODM**

## International

**Wilson Group**

**LSE**

**BoardRoom**

**oncall**  
Interpreters & Translators

**Taylor Vinters**

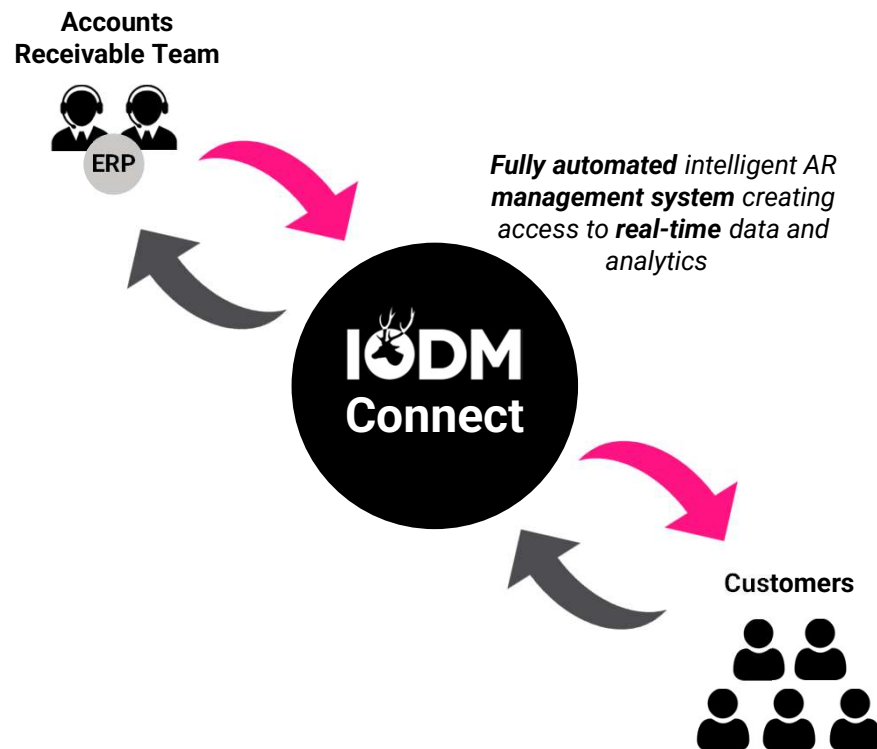
**JCDecaux**

**University of St Andrews**



# IODM Connect – a digital solution

Provides a customisable 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

# personal use only

## Upcoming catalysts

IODM is well positioned for growth



**UK Education expansion:** Further client signings through the WUBS Partnership



**International expansion:** Migration in to central Europe and the Middle East driven from the UK and Dubai regions



**North America expansion:** Expansion of the WUBS partnership education model in Canada and the USA



**Industry expansion:** Targeted Global move in to Healthcare, Retail and Professional services



**Operating leverage recognition:** Capitalise on increasing scale and margin










## Appendix



## Board of Directors

	<b>Dr Paul Kasian</b> Non-Executive Chairman	<ul style="list-style-type: none"><li>• Significant experience leading strategy, investment and risk roles in domestic and international companies</li><li>• Former Chief Investment Officer at <b>HSBC Asset Management</b> and Head of <b>HSBC Global</b> Financial Team</li><li>• Founding Director of <b>Accordius</b> and <b>Wallara Asset Management</b></li><li>• Current directorships at <b>Atomo Diagnostics</b> (ASX:AT1)</li><li>• Former Chairman and CEO of <b>Genetic Technologies Limited</b></li></ul>
	<b>David Ireland</b> Non-Executive Director	<ul style="list-style-type: none"><li>• 30+ years experience in the ICT industry and in the sale of enterprise solutions to large companies and Government</li><li>• 28 years experience at <b>Unisys</b>, holding senior roles including Director of Sales for Asia Pacific Japan</li></ul>
	<b>Anthony Smith</b> Non-Executive Director	<ul style="list-style-type: none"><li>• 30+ years experience in finance with expertise in corporate finance, institutional research sales and private wealth advisory</li><li>• Former Head of Securities and Country Director of <b>Austock Group</b> and <b>Phillip Capital</b></li><li>• Current Senior Investment Advisor at <b>Cashel Family Office</b></li></ul>
	<b>Brian Jamieson</b> Non-Executive Director	<ul style="list-style-type: none"><li>• 30+ years experience providing advisory and audit services to a diverse range of public and private companies</li><li>• Former Chief Executive of <b>Minter Ellison Melbourne</b> and Chief Executive Officer at <b>KPMG Australia</b></li><li>• Currently a Non-Executive Director of Highfield Resources Limited</li><li>• Former directorships at <b>Sigma Healthcare</b> (ASX:SIG), <b>Mesoblast Limited</b> (ASX:MSB), <b>OZ Minerals</b> (ASX:OZL), <b>Tatts Group Limited</b> (ASX:TTS) and <b>Tigers Realm Coal</b> (ASX:TIG)</li></ul>

## Executive team

	<b>Mark Reilly</b> Chief Executive Officer	<ul style="list-style-type: none"><li>Chartered Accountant with <b>25+ years of experience</b> in the <b>banking and finance</b> industries in an advisory capacity</li><li>Formerly at <b>Coopers &amp; Lybrand (now PwC) in insolvency</b> before establishing his own accounting practice</li><li>Previously held <b>Director positions</b> at Black Star Petroleum, Harvest Minerals and Forte Energy</li></ul>
	<b>Petrina Halsall</b> Chief Operating Officer	<ul style="list-style-type: none"><li>Experience in advising small to medium enterprises (SME) on growth strategies, valuations and corporate restructuring</li><li>Formerly held managerial roles at <b>Evans Partners</b> and <b>BDO Wealth Management</b></li><li>Associate of the Institute of Chartered Accountants Australia and New Zealand</li></ul>
	<b>Chris Ward</b> Chief Technology Officer	<ul style="list-style-type: none"><li><b>20+ years of experience</b> in managerial roles in software development at RAC WA, Netfira and Quickflix</li><li>Experience in managing <b>business critical websites</b> and <b>building cloud-based infrastructures</b> for growing businesses</li><li>Holds a Bachelor of Engineering, with honours, from University of Western Australia</li></ul>
	<b>Isaac Smith</b> Head of Business Development	<ul style="list-style-type: none"><li>20+ years of experience in <b>marketing and digital sales</b></li><li><b>Broad sector experience</b>, formerly held executive roles in marketing and sales across <b>REA Group, GSK in Singapore and Optus</b></li></ul>
	<b>Graham Smith</b> UK Head	<ul style="list-style-type: none"><li>Six years experience at Western Union Business Solutions</li><li>Various roles including Regional Manager, Channels and Partnerships.</li></ul>

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### **Contact us**

Mark Reilly

IODM Limited

Chief Executive Officer

P: +61 (0)3 8396 5890

E: [info@iodm.com.au](mailto:info@iodm.com.au)

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