

ASX Announcement

11 August 2025

IODM – Further Revenue Payment Milestone Achieved

IODM Limited (ASX: IOD) (“IODM” or “the Company”), is pleased to provide an update on its’ United Kingdom Education (“UK Education”) segment revenue.

Pursuant to the exclusive revenue share agreements conducted with Convera in respect of the UK and EU regions, IODM is guaranteed a minimum monthly payment for the duration of the arrangement. The quantum of the minimum monthly payment is determined by the revenue threshold attained by the Company.

IODM has now achieved the revenue threshold necessary to activate an increase of the monthly minimum payment from GBP75,000.00 to GBP100,000.00. The threshold uplift was underpinned by an exceptional July 2025 performance where organic growth from existing Educational Institutions (EI’s) and revenue from new EI on-boarding collectively contributed to a **242% increase** on the Previous Corresponding Period (“PCP”).

UK Education Performance July 2025 v PCP				
Educational Institution (EI)	Jul-24	Jul-25	Uplift	
	AUD\$	AUD\$	AUD\$	%
Existing EI's	73,000	170,000	97,000	133%
New EI's	-	80,000	80,000	
Total	73,000	250,000	177,000	242%

UK Education receipts for July 2025 in an amount of AUD\$250k* exceeded the guaranteed minimum payment (AUD\$150k*) by c.67%. Conversely, for July 2024 the Company received the guaranteed minimum payment in an amount of AUD\$99k* as it exceeded actual performance for that month (of AUD\$73k*). Pleasingly, the July 2025 result was achieved in what is normally a quiet quarter for EI’s in the Northern Hemisphere

The guaranteed minimum threshold increase is effective from August 2025 and represents the 4th guaranteed minimum revenue threshold escalation since agreement inception. On an annualised basis, the minimum payment to IODM is now AUD2.39m*, an **increase of 100%** on PCP.

UK Education Min Payment Thresholds			
Threshold Level	Monthly Min Pmt (GBP £)	Annual Min Pmt (AUD \$)	Month Achieved
1	25,000	599,520	Dec-24
2	50,000	1,199,041	Jan-24
3	75,000	1,798,561	Oct-24
4	100,000	2,398,082	Jul-25

AUD/GBP Assumption - 0.5004

The Level 4 threshold escalation results in a 33% increase in the guaranteed minimum monthly payment to the Company with an annualised increment of c. AUD\$600k*.

* AUD/GBP assumption = 0.5004

IODM CEO, Mark Reilly said:

"It is becoming overwhelmingly evident that the IODM Connect platform is not only pivotal in procuring initial university on-boarding but also underpinning longer term organic growth from on-boarded educational institutions.

IODM is ideally positioned to benefit from the upcoming traditional busy invoicing period in UK Education and the Company continues to increase wallet share through product and platform enhancements.

This announcement is authorised by IODM's Board of Directors.

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About IODM

IODM is a leading accounts receivable ("AR") solution provider that utilises digital technology to optimise automation. The product ("IODM Connect") is a unique cloud-based software platform delivering a complete working capital communications solution comprising a fully integrated end-to-end AR process supporting clients with invoicing, query management, payment reminders, escalation, analytics and more.

IODM Connect drives and delivers increased client productivity and timely customer payments while reducing costs, minimising human error and decreasing bad and doubtful debt provisioning. The AR solution is currency agnostic and a customisable application that seamlessly integrates with any accounting ERP software package.

IODM operates globally and is headquartered in Melbourne, Australia. To learn more, please visit www.iodmconnect.com

For more information, please contact:

General enquiries

Corporate Communications

Tony Smith

Tony.Smith@iodm.com.au