



Rein In Receivables

Internal use only

FY25 Results Presentation

September 2025

Approved by Board

IODM at a Glance

FY25 Result Highlights

Reflects a shift to Education build out

Total Revenue

↑ **AUD 2.76m**
Up 45% from 1.91m

Operating Cash Receipts

↑ **AUD 2.65m**
Up 29% from 2.06m

NPAT

↑ **AUD (2.96m)**
Up 4.5% from (3.1m)

UK Education Revenue

↑ **AUD 1.94m**
Up 80% from 1.08m

Domestic Revenue

↑ **AUD 0.81m**
Up from 0.79m

Onboarded Universities

↑ **14**
Up 180% from 5

Sizeable shift to UK Education Revenue and investment in staff in Australia, United Kingdom and North America

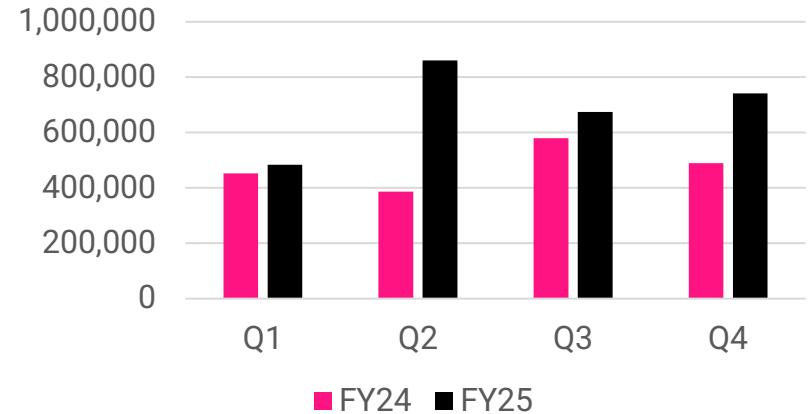
Revenue (Company)

Revenue share model : UK Education receipts have grown significantly during the course of the year, with revenue for July 25 up 240% on pcp.

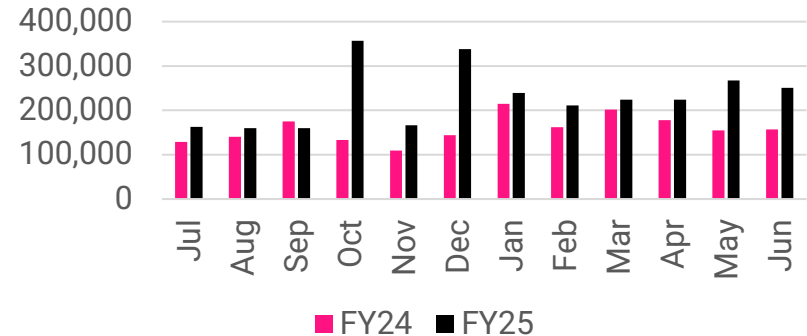
Subscription: Sales pipeline is large with Tier 1 commercial clients in Australia.

Development: Development sales pipeline continues to grow as clients pursue customisation.

Quarterly Revenue FY25 v FY24



IODM Monthly Revenue FY25 vs FY24



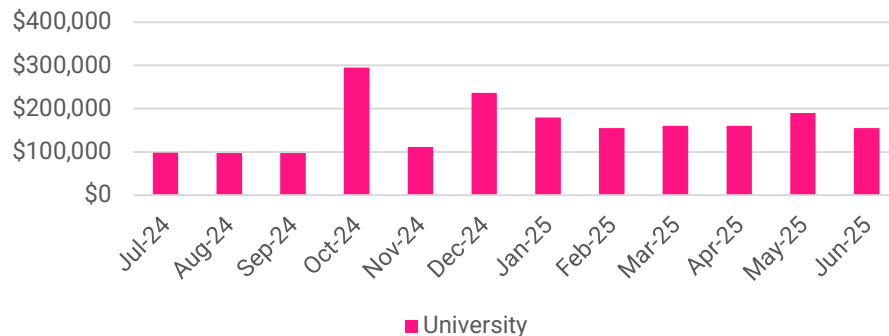
UK Business

Industry: The UK Education market for International students is strong and has recovered post-pandemic. The number of international students has increased.

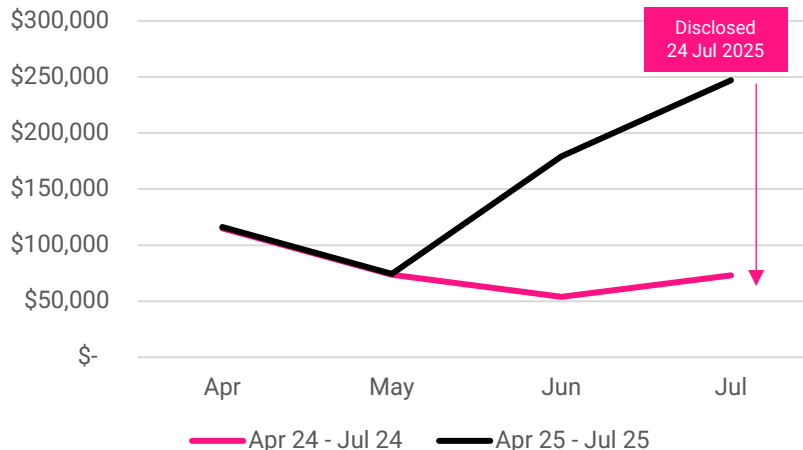
Business: The company has continued to onboard additional universities and has been able to build a working model on the business behaviour of the universities as well as a payment profile of the students. This has enabled the payments platforms to increase the size of their wallet share, and subsequently their revenue per university.

Other Industries: IODM has built and now enjoys a solid reputation in the UK education sector and has leveraged that reputation to execute agreements in other regions with multiple payment companies.

UK Revenue



Existing University Growth > 12 month



Organic acceleration achieved following analysis of 12 months of data

FY25 Operations Summary

	FY25	FY24
Revenue	\$2.76m	\$1.91m
UK Revenue	\$1.94m	\$1.08m
Cash Receipts	\$2.65m	\$2.06m
Universities Onboarded	14	5
Revenue Share Agreements	4	1
Cash Conversion Ratio	111%	150%

Robust Cash Conversion

UK – Revenue growth

UK Education Performance July 2025 v PCP

Educational Institution (EI)	July 24	July 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 Min Payment Thresholds

Threshold Level	Monthly Min	Annual Min	Month
	Pmt (GPB)	Pmt (AUD)	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
5	125,000	2,997,602	-

AUD/GBP Assumption = 0.5004

- The company successfully reached the minimum threshold of GBP75,000/month during FY25
- Further it achieved the minimum threshold of GBP100,000/month in July 25
- Both the above were as a directly attributable to the FY25 UK revenue share performance
- IODM confident of achieving the minimum threshold of GBP125,000/month in 1HFY26

The above demonstrates the revenue growth for the payments platform, the revenue growth for IODM including the increase in the minimum monthly threshold, and the revenue collection results for the Uni, being a win-win-win.

IODM Connect – Performance Demonstrated



Are you achieving these kinds of **revenue collection** results?



99.1% Accommodation collections

97.9% Tuition collections

100% Sponsor collections

- LSE consistently ranks in the top 5 Universities in the UK amongst its peers as well as student cohort
- The record collection results achieved by LSE have been post the implementation of IODM Connect.
- LSE was the first UK University to adopt the IODM connect platform and actively promotes and endorses IODM Connect within the UK education sector.
- The results achieved by LSE are been seen in other Universities as well as they implement IODM Connect

Education operating environment

Broader trends for Universities, Payments Platform and IODM

External environment

- Continued push from Governments in target regions to grow international student penetration
- Ultra competitive payments platform industry driving need for participants to offer more services to maintain and grow market share
- Universities increased needs to collect, reconcile and offer more diverse payment options

Internal environment

- Payments companies under pressure to increase wallet share of existing clients
- Their preference is to offer IODM as a solution to their current offering
- Universities needing to do more with less

Outcomes

- IODM becoming the point of difference amongst payment platforms
- Demand for IODM increasing as a result
- IODM brand been built on successful results of Uni's using IODM (evidenced by recent campaign by LSE)
- Improved student payment experience

Revenue Metrics

Recognition model



All revenue is derived on a revenue share model governed by the total value of transaction revenue

- ✓ Education fees at a university are invoiced on a trimester basis
- ✓ Total international students multiplied by tuition fee or payment plan amount and accommodation costs (invoices) are sent to students and paid through the Payments Platform via direct credit or credit card
- ✓ Payment therein incurs a fx conversion fee and IODM receives 30% of total fees

Revenue will be derived from a mix of subscription and revenue share model

- ✓ Channel partner's clients are introduced to IODM and a subscription fee will be charged in line with Australian model
- ✓ Channel Partner will handle the payments processing and IODM receives 20% of total value
- ✓ IODM receives revenue from underlying client and channel partner

Australian model receives monthly subscriptions

- ✓ IODM recognised as a customised ERP module for Accounts Receivable
- ✓ Clients are charged according to number of invoices not value
- ✓ Implementation revenue is recognised for customisation

Revenue

- ✓ Education revenue is recognised in the month the student fees are paid
- ✓ Subscription revenue is invoiced monthly in advance, implementation revenue is invoiced upon contract execution



Rein In Receivables

Internal use only

Appendix



Executive team



Mark Reilly
Chief Executive
Officer

- Chartered Accountant with **30+ 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 Forte Energy



Petrina Halsall
Chief Financial
Officer

- 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



James Burke
Chief Technology
Officer

- **11+ years of experience** in IT through numerous roles at General Mills, Ryco and the Victorian Government
- Former Head of Digital Transformation and Acting CIO for the Department of Treasury and Finance, Victoria
- Holds an MBA from the UNSW Business School in Business and Technology and studied IT at RMIT

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

PH: 1300 001 206

info@iodmconnect.com

Visit us

<https://iodmconnect.com>

Follow us on social media

 LinkedIn