



Rein In Receivables

AGM Presentation

Approved for release by the Board

November 2025

IODM at a Glance

FY25 Result Highlights

Reflects a shift to International 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

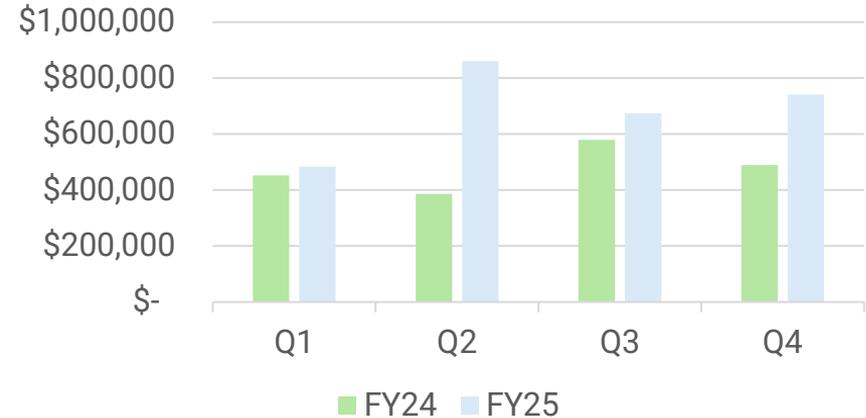
Revenue (Company)

Revenue share model : UK Education receipts have grown significantly during the course of the year, and into FY26 with revenue up 95% versus pcp.

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

Development: Prospective client pipeline continues to grow as clients pursue individualised customisation.

Quarterly Revenue FY25 v FY24



IODM Monthly Revenue FY25 vs FY24



UK Business

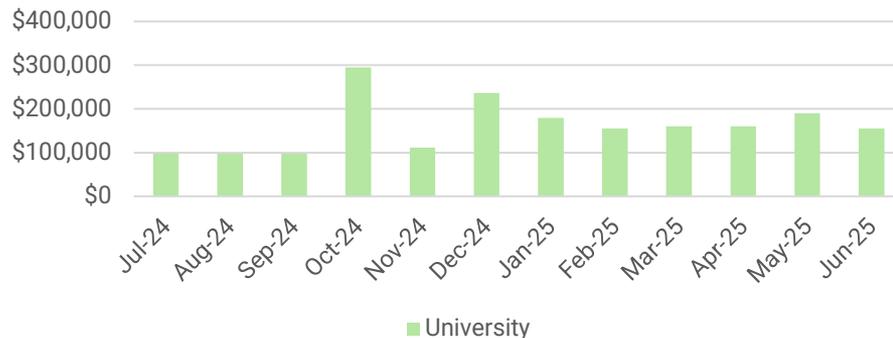
Industry: The UK Education market for International students is strong and has recovered post-pandemic. The number of international students has increased.

Business: IODM has continued to onboard additional universities and built 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 of each university and consequentially IODM revenue.

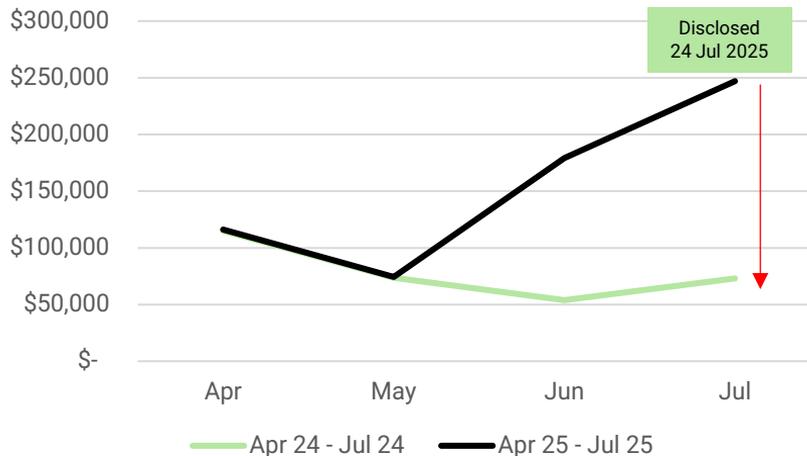
Other Industries: IODM has built and now enjoys a solid reputation in the UK education sector and has leveraged that reputation to execute agreements in other regions with multiple payment companies.



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 October 2026 YTD v PCP

Educational Institution (EI)	FY25 YTD	FY26 YTD	Uplift	
	AUD \$	AUD\$	AUD\$	%
Existing EI's	486,000	741,000	255,000	52%
New EI's	18,000	241,000	241,000	1238%
Total	504,000	982,000	478,000	95%

UK Education Min Payment Thresholds

Threshold Level	Monthly Min	Annual Min	Month
	Pmt (GPB)	Pmt (AUD)	Achieved
1	25,000	601,305	Dec 24
2	50,000	1,202,611	Jan 24
3	75,000	1,805,416	Oct 24
4	100,000	2,407,221	Jul 25
5	125,000	3,009,027	-
AUD/GBP Assumption = 0.4985			

- 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

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.



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Education revenue and other opportunities



Education revenue update

UK

October FY26 YTD revenue \$982k, up 95% PCP

Strong comps for all Education Institutions (October FY26 YTD v PCP):

- New Education Institutions: revenue of \$241k up 1238% on PCP; and
- Existing Education institutions: revenue of \$741k up 52% PCP

Convera exclusivity expires 31 December 2025, however all parties (universities, Convera and IODM) are united in the motivation to continue revenue share agreement whether that be exclusive or non-exclusive

Change in student fee payment timings due to initiation of deferred payment plans by universities utilising the IODM Connect platform and IODM student portal. Gross revenue entitlement to IODM not impacted – only timing of recognition.

New IODM Connect student portal launched, allowing students live access to their university financial records. Portal launched to meet pent up demand from universities

North America

Second revenue share agreement executed with TransferMate complementing Convera

IT integration with TransferMate complete, including global capability

Marketing collateral and GTM strategy finalised and campaign launched

Board Renewal

- Karen Penney appointed interim chair in a transition from Dr Paul Kasian
- Senior Finance professional Paul Masi appointed as a Non-executive Director
- Diana Heggie resigns as Non-executive Director
- Ms Karen Penney and her fellow directors will undertake further evaluation of Board composition and skillsets, particularly given the international commercialisation opportunities being pursued by the Company at the present time.

Relocation of CEO

- The CEO will be undertaking a relocation to the UK for the purpose of driving the plethora of growth initiatives available to the company. IODM has abundant opportunity in both the UK and North American Education sector and the relocation of the CEO is for the specific purpose of significantly increasing the penetration of IODM connect into UK EI's and North American EI's.
- The benefits of relocation have been reinforced by the significant enquiry level from EI's (both current users of IODM connect and otherwise) following the first of IODM's education webinars



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Appendix



Board of Directors



Karen Penney
Interim Chair

- 30+ years experience in executive positions in renowned global companies, including **American Express** and **Convera**
- Holds a MA (Oxon) in English Literature
- Currently services as a Board Trustee on both **Tempo Time Credits** and **Clothing Collective**



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



Paul Masi
Non-Executive Director

- Accomplished senior finance professional
- Chair of Greenwich Capital, Director of Shaw and Partners, Stockbrokers
- Former CEO of Austock Group Limited and Bank of America Merrill Lynch Australia

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

- Profound Technical Expertise with architect level certifications across multiple IT domains
- Formerly held roles as Acting Director and CIO of ITS for the **Victorian Government**
- Holds an **MBA** with a specialisation in technology from University of NSW



Ashley Clayton
Chief Operating
Officer

- Experienced and proven creative software solution sales professional/leader
- Formerly held roles at **Qantas Group, Noble Systems, Open Wave** and **Vodafone**

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