

# IDT Australia

Annual General Meeting  
Nov 2025



# Disclaimer and Important Notices

This presentation has been prepared by IDT Australia Limited ACN 006 522 970 (Company). It contains general background information only which is current at the date of this presentation unless otherwise specified. It contains selected summary information and does not purport to be all-inclusive, comprehensive or to contain all of the information that may be relevant, or which a prospective investor may require in evaluating for a possible investment in the Company. Prospective investors should not rely on the information contained in this presentation and must satisfy themselves as to the accuracy of all such information. This presentation has been prepared based on information available at the time of preparation and is subject to change without notice. In receiving this presentation, each recipient agrees to the foregoing terms and conditions, including any modifications to them. No person is under any obligation to update this presentation at any time after its release.

This presentation is provided for general information purposes only. This presentation does not constitute an offer, invitation, solicitation, or recommendation with respect to the purchase or sale of securities in the Company in any jurisdiction. It is not a prospectus, product disclosure statement, pathfinder document, or any other type of public offer disclosure document for the purposes of the Corporations Act 2001 (Cth) (Corporations Act) and has not been, and is not required to be, lodged with the Australian Securities and Investments Commission. It should not be relied upon by the recipient in considering the merits of the Company or the acquisition of shares in the Company.

This presentation does not constitute investment or financial product advice. It is not intended to be used as the basis for making a financial decision, nor is it intended to constitute legal, tax, accounting, or other advice. This presentation has been prepared without taking account of any person's individual investment objectives, financial situation or particular needs. Before making an investment decision, the recipient should consider its own financial situation, objectives, and needs, and conduct its own independent investigation and assessment of the contents of this presentation, including obtaining investment, legal, tax, accounting and such other advice as it considers necessary or appropriate. Any references to or explanations of legislation, regulatory issues, benefits, or any other legal commentary (if any) are indicative only, do not summarise all relevant issues, and are not intended to be a full explanation of a particular matter. The information in this presentation has been obtained from and based on sources believed by the Company to be reliable. Past performance is not an indication of future performance.

This presentation may contain forward-looking statements, guidance, forecasts, estimates, prospects, projections, or statements in relation to future matters that may involve risks or uncertainties and may involve significant items of subjective judgement and assumptions of future events that may or may not eventuate (Forward Statements). Forward Statements can generally be identified by the use of forward-looking words such as "anticipate", "estimates", "will", "should", "could", "may", "expects", "plans", "forecast", "target" or similar expressions. Forward Statements including indications, guidance, or outlook on future revenues, distributions or financial position and performance or return on growth in underlying investments are provided as a general guide only and should not be relied upon as an indication or guarantee of future performance. To the extent that certain statements contained in this presentation may constitute 'Forward Statements' or statements about forward looking matters, then the information reflects the Company's (and no other party's) intent, belief, or expectations as at the date of this presentation. No independent third party has reviewed the reasonableness of any such statements or assumptions. None of the Company, its related bodies corporate, and their respective officers, directors, employees, advisers, partners, affiliates, and agents (together, the IDT Australia Parties) represent or warrant that such Forward Statements will be achieved or will prove to be correct or gives any warranty, express or implied, as to the accuracy, completeness, likelihood of achievement or reasonableness of any Forward Statement contained in this presentation. Except as required by law or regulation, the Company assumes no obligation to release updates or revisions to Forward Statements to reflect any changes. Recipients should form their own views as to these matters and any assumptions on which any of the Forward Statements are based and not place reliance on such statements.

All dollar values are in Australian dollars (\$) or A\$) unless otherwise stated.

An investment in the Company's securities is subject to known and unknown risks, many of which are beyond the control of the Company, including factors and risks specific to the industry in which the Company operates as well as general economic conditions, prevailing exchange rates and interest rates and conditions in the financial markets. The Company does not guarantee any particular rate of return or the performance of the Company, nor does it guarantee any particular tax treatment. Prospective investors should make their own enquiries and investigations regarding all information in this presentation, including the assumptions, uncertainties and contingencies which may affect future operations of the Company and the impact that different future outcomes may have on the Company. By accepting this presentation, the recipient agrees to keep permanently confidential all information that it contains. It should not be made available to any other third party without the prior written approval of the Company. Furthermore, no contact should be made with the Company or any of its customers, suppliers or shareholders or any of the IDT parties, without the express permission of the Company.

The distribution of this presentation to persons or in jurisdictions outside Australia may be restricted by law and any person into whose possession this document comes should seek advice on and observe those restrictions. The presentation is not an offer of securities in the Company for subscription, purchase or sale in any jurisdiction outside Australia, including the United States or in relation to any US person (as defined in Regulation S under the U.S Securities Act of 1933, as amended). Any failure to comply with such restrictions may violate applicable securities law.

No party other than the Company has authorised, permitted or caused the issue, submission, dispatch or provision of this presentation, or takes any responsibility for, or makes or purports to make any statement, representation or undertaking in this presentation and there is no statement in this presentation that is based on any statement by any other party. No person, either as a director, partner or in the employment of the Company has any authority to make, imply, or give any representation or warranty whatsoever in relation to the information contained in this presentation. None of the IDT Australia Parties take any responsibility for any information in this presentation or any action taken by you on the basis of such information.

To the maximum extent permitted by law, the IDT Australia Parties:

- exclude and disclaim all liability, including (without limitation) any liability for fraud or negligence, for any expenses, losses, damages or costs incurred either as a result of the information in this presentation being inaccurate or incomplete in any way for any reason, or otherwise arising in connection with this presentation; and
- make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this presentation.

# Board of Directors

## Experienced Board and Leadership Team



**Mark Simari**  
Executive Chair

*Mark Simari is an experienced and accomplished professional in the health industry and has over 15 years' Board experience in a diverse range of organisations. Mark was the former managing director and co-founder of Paragon Care (between 2008 and 2018). He was instrumental in Paragon Care becoming one of the largest independent healthcare suppliers in Australian and New Zealand Market, creating a healthcare platform spanning across capital equipment, consumables, devices and service and maintenance.*



**Geoffrey Sam, OAM**  
Non-Executive Director

*Geoffrey Sam brings with him a wealth of healthcare experience and accomplishments. He is currently Chairperson and Independent non-executive Director at Earlypay Ltd (ASX:EPY) and Paragon Care Ltd (ASX:PGC) since 2016. He is the Co-Founder and Board member of HealthCare Australia Pty Ltd, a privately owned healthcare company comprising a portfolio of 14 hospitals.*



**Jane Ryan**  
Non-Executive Director

*Dr Jane Ryan has over 30 years of international experience in the pharmaceutical and biotechnology industries where she has held executive roles in Management of Research and Development programs, as well as Business Development and Alliance Management. Throughout her career, she has led many successful fundraising campaigns and licensing initiatives including the winning of a \$230 million US Government contract. Jane is also currently on the board of Neuphoria Therapeutics Inc. (NASDAQ: NEUP) and Viral Vector Manufacturing Facility.*

# Strategic Pivot Overview

## Leading Contract Drug Manufacturer Supporting the Development of Medical Innovations

### Market Tailwinds

- Global customers attracted to Australia for R&D/clinical trials
- Trend towards geographically diversified manufacturing to manage risks
- Rise of mRNA, radiopharmaceuticals and other drug innovations

### IDT Advantage

- Leading CDMO in Australia with end-to-end services
- Only cGMP facility in Australia with commercial API capabilities
- Track record in R&D supporting drug trials to commercialisation
- GMP facilities that comply with FDA, TGA standards
- Leading developer of finished mRNA products in Australia

### Objectives

- To become cashflow positive with sustainable profitability
- Targeting high-value pharma clients with resources to fund multiple projects
- Leverage our expertise in API, mRNA and radiopharmaceuticals manufacturing

# Strategy Reset

## Prioritising Profitability & Operating Leverage



### Refocusing on Profitability

Shifting from revenue growth-at-all-cost mindset to margins, operational efficiency and strategic discipline



### Revenue & Profit Performance

Realigning strategy after FY25 NPAT loss of \$8.1M even as revenue jumped 182% over last two years to \$19.9M



### Returning to Roots

Capitalising on IDT's legacy and strength by reestablishing the API vertical as a foundation for growth



### New Opportunities in Advanced Treatments

Emphasis shifted to growing opportunities in radiopharmaceuticals and mRNA



### Customer Focused

Targeting larger clients with high volume API contracts with potential for flow-on orders to other verticals



### Right-Sizing of the Business

Correcting overinvestments in underperforming parts of the business by realigning resources to higher-yielding segments

# Three-Pillar Business Verticals

## Re-establishing API Vertical as Foundation for Growth



### Specialty Orals

- Production of capsules, tablets and liquids
- Primary focus on high-margin radiopharmaceuticals amid rising demand
- Secondary focus on supporting more commoditised psychedelics and medcan innovations
- Up to 50K capsules or 10K tablets per hour



### Active Pharmaceutical Ingredient (API) Manufacture

- Legacy business and a key strength of IDT
- Development and manufacturing of the active ingredient in drugs
- Scalable production from 1mg to 1000KG – covering R&D to commercial quantities
- Globally expanding existing API assets
- API acts as sales funnel with potential flow-on work to other 2 verticals to create the finished drug



### Advanced Therapies

- Purpose built high containment sterile facility
- Global shortage of such specialised capabilities
- IDT is Australia's first mRNA vaccine manufacturer
- Produced >20 mRNA drugs to date
- Growth in radiopharmaceuticals amid rising demand
- Clinical to commercial scale production – up to 200K vials/week from 2mL to 20mL

# mRNA & Radiopharmaceutical

## Key Growth Opportunities



- First cGMP in-human mRNA vaccine clinical supplier in Australia
- Leading mRNA vaccine clinical supplier in the southern hemisphere
- mRNA development partnerships with leading global pharma organisations
- Global mRNA market forecast to hit US\$21.5B by 2032 (20% CAGR)<sup>1</sup>
- Tested & delivered results in radiopharmaceuticals from clinical to commercial supply
- Global radiopharmaceutical market expected to reach US\$21.9B by 2029 (16.4% CAGR)<sup>2</sup>

1) <https://www.fortunebusinessinsights.com/mrna-therapeutics-market-113411>

2) <https://blog.bccresearch.com/radiopharmaceuticals-market-to-double-by-2029-heres-why>

# Financial Highlights

## Promising Start to FY26

### Revenue from 3 Verticals

Q1FY26 revenue up 18.2% pcp and 7.6% QoQ to \$4.3M

### Revenue Split

API 45.7% | Speciality Orals 29.2% | Advanced Therapies 25.1%

### Total Group Revenue

Q1FY26 total revenue (including disbursements) fell 10.1% pcp due to lower pass-through disbursements

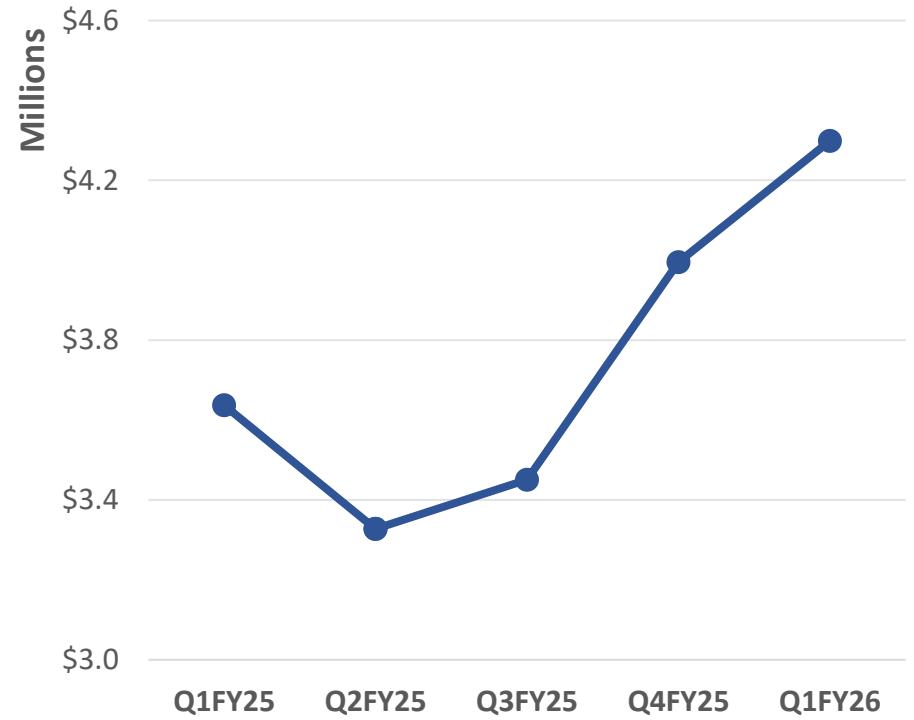
### Earnings Results

EBITDA loss of \$0.3M in Q1FY26 (*FY25 EBITDA loss of \$6.3M and NPAT loss of \$8.1M*)

### Pipeline & Outlook

Market demand for IDT's specialised services remains strong with \$3.4M in new contracts signed in Q1FY26 alone

### Total Sales from 3 Verticals



# Positioned for Further Growth

## Competitive Strategic Advantages

### Proven Track Record

- 50+ years supporting the development of key innovations
- First in Australia to produce mRNA vaccines
- Produced over 20 mRNA vaccines and growing
- Emerging partner in the radiopharmaceutical market

### Rare Strategic Infrastructure

- One of a few GMP facilities of its kind in the region
- ~\$100M in tangible assets (building, land, licenses)
- 12,000m<sup>2</sup> footprint across 10 buildings

### Full Service CDMO

- End-to-end services (development, manufacturing, QC, QA, packaging, labelling, distribution)
- Integrated drug substance and finished dose capabilities

### Global Compliance

- TGA/FDA/APVMA licensed facilities
- Compliant with US, EU, APAC standards

### Australian Advantage

- R&D tax incentive
- Political stability, IP protection
- Stringent and globally-recognised quality standards

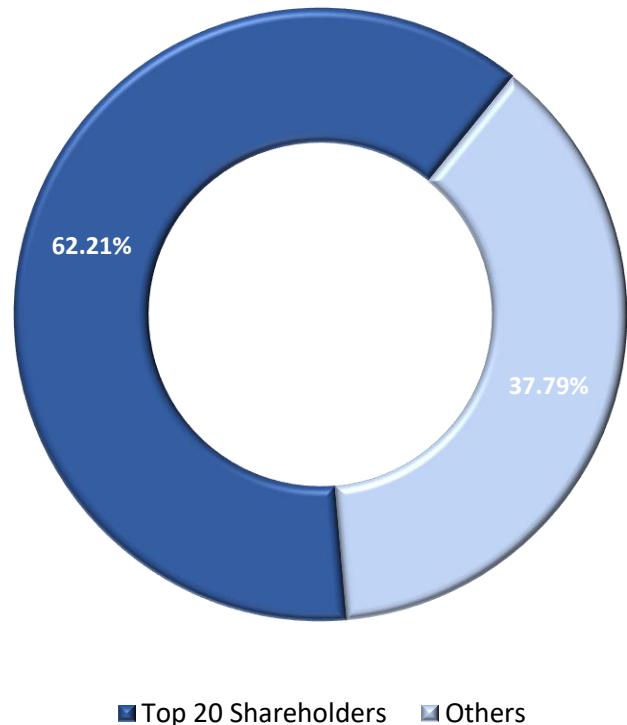
### Future Ready

- Specialised capabilities (i.e. mRNA, radiopharmaceuticals, etc.)
- Positioned to become a leading manufacturer of advanced therapies in the region
- Balance sheet strength to fund growth

# Key Share Metrics

## Attractive Valuation | Financial Flexibility

Percentage of Total Shares on Issue  
@ 29 Oct 2025



### Share Information

Market Cap*	\$24.4M
Shares on Issue (#)	427.6M
FY25 Revenue	\$19.9M
Total Funds @ 30 June 2025 (Cash & Available Debt)	\$13.2M
FY25 Net Tangible Assets	5.09¢

A photograph of a modern, white, multi-story office building. The building features large glass windows and a flat roof. Several flags, including the Australian flag, are flying from poles in front of the building. The foreground is filled with green bushes and trees under a clear blue sky.

# IDT Australia

Investor & Media Enquiries:

Brendon Lau

e: [brendon@vantagepointpartners.com.au](mailto:brendon@vantagepointpartners.com.au)

m: 0409 341 613