

# IDT Australia

Annual General Meeting  
Nov 2025



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# 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



### 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



### 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 medical innovations
- Up to 50K capsules or 10K tablets per hour



### 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

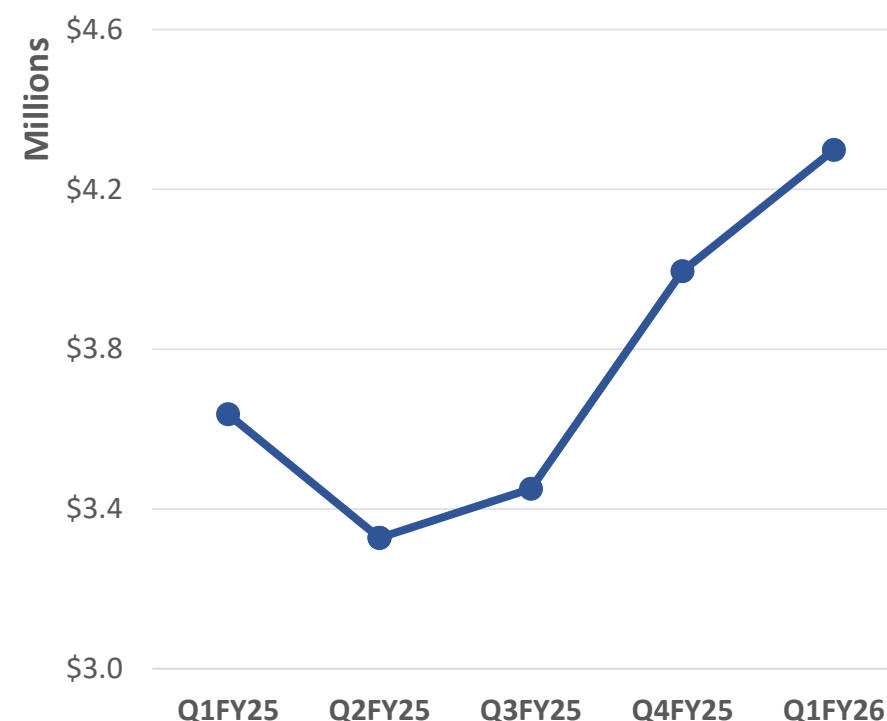
### Earnings Results

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

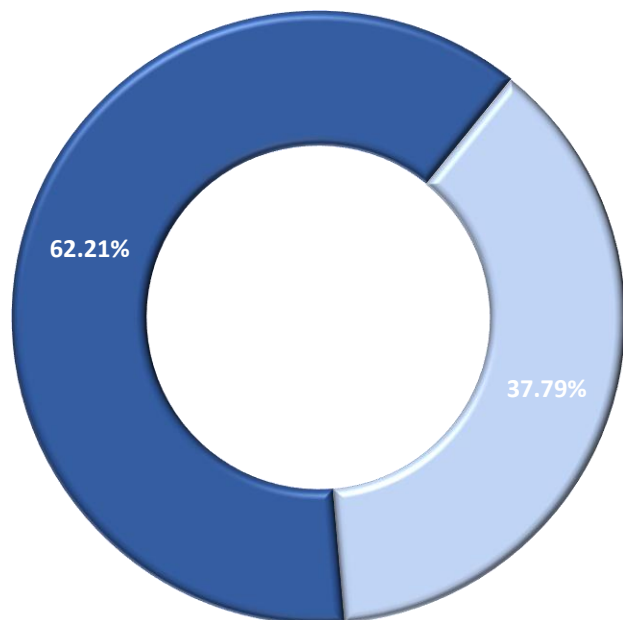
### Future Ready

- 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



■ Top 20 Shareholders ■ Others

### 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, multi-story office building with a white facade and large glass windows. The building is surrounded by lush green trees and shrubs. Three flagpoles are visible, flying the Australian flag and a blue flag with a white logo. The sky is clear and blue.

# IDT Australia

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