

IODM

2026 Annual General Meeting

Mark Reilly, Chief Executive Officer · 29 October 2026 · ASX: IOD

As approved by the Board

Important notice

This presentation has been prepared by IODM Limited (ABN 28 102 747 133) (IODM or the Company). It contains summary information about the Company and its activities current as at the date of this presentation, and should be read together with the Company's other periodic and continuous disclosure announcements lodged with the ASX, including the Investor Update dated 5 October 2026 and the Q1 FY27 Quarterly Activities Report and Appendix 4C.

This presentation is not financial product advice or a recommendation to acquire Company securities, and does not take into account the investment objectives, financial situation or needs of any individual.

It contains forward-looking statements, including statements about implementation timing and seasonal trading. These reflect current expectations, involve known and unknown risks and uncertainties, and are not guarantees of future performance. Implementation activity should not be interpreted as a forecast of revenue, contracted recurring revenue or future financial performance. Unless otherwise stated, figures are unaudited management information and are in Australian dollars.

FY26 and a strong start to FY27

FY26 · YEAR TO 30 JUNE 2026

A\$3.22m

Revenue, up 16.6% on FY25

A\$3.43m

Cash receipts, up 29.1% on FY25

A\$(2.56)m

NPAT, a 12.9% improvement on FY25

Q1 FY27 · QUARTER TO 30 SEPTEMBER 2026

A\$375,908

Record monthly revenue in September, up 79.9% on PCP

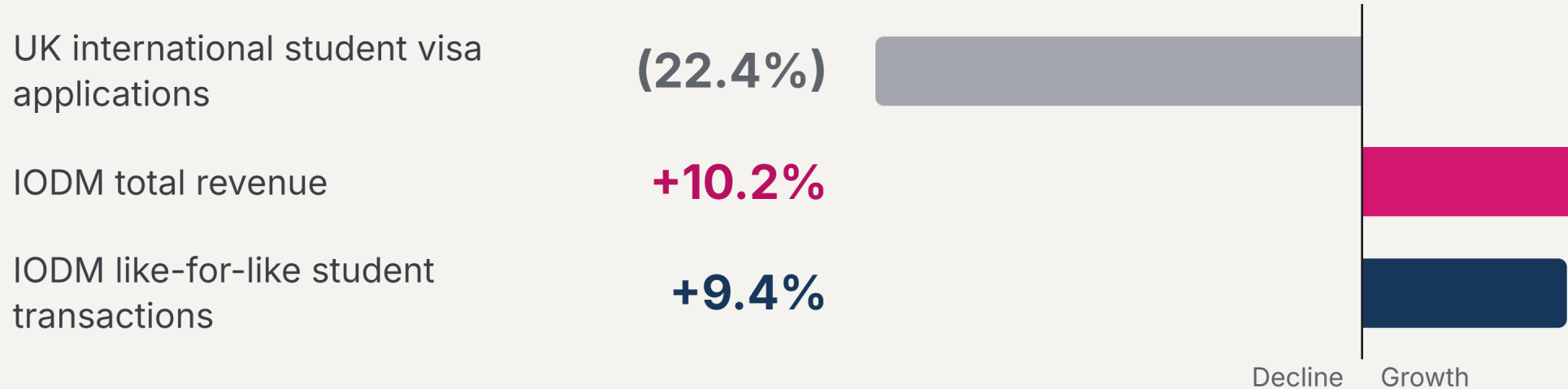
A\$827,469

UK revenue for the quarter, up 21% on PCP

43

University accounts, up from 15 at September 2025

Outperforming the UK international student market



Achieved while the **Convera minimum payment ceased** during the period.

Source: IODM management information, calendar year to 31 August 2026; UK Home Office entry-clearance visa data, Jan–Aug 2026 vs 2025.

What drove revenue growth

Like-for-like revenue

(2.7%)

Broadly stable despite the weaker student environment and the end of the Convera minimum payment

New universities

+13.7%

Contribution to revenue growth from newly added universities, with four months of contribution

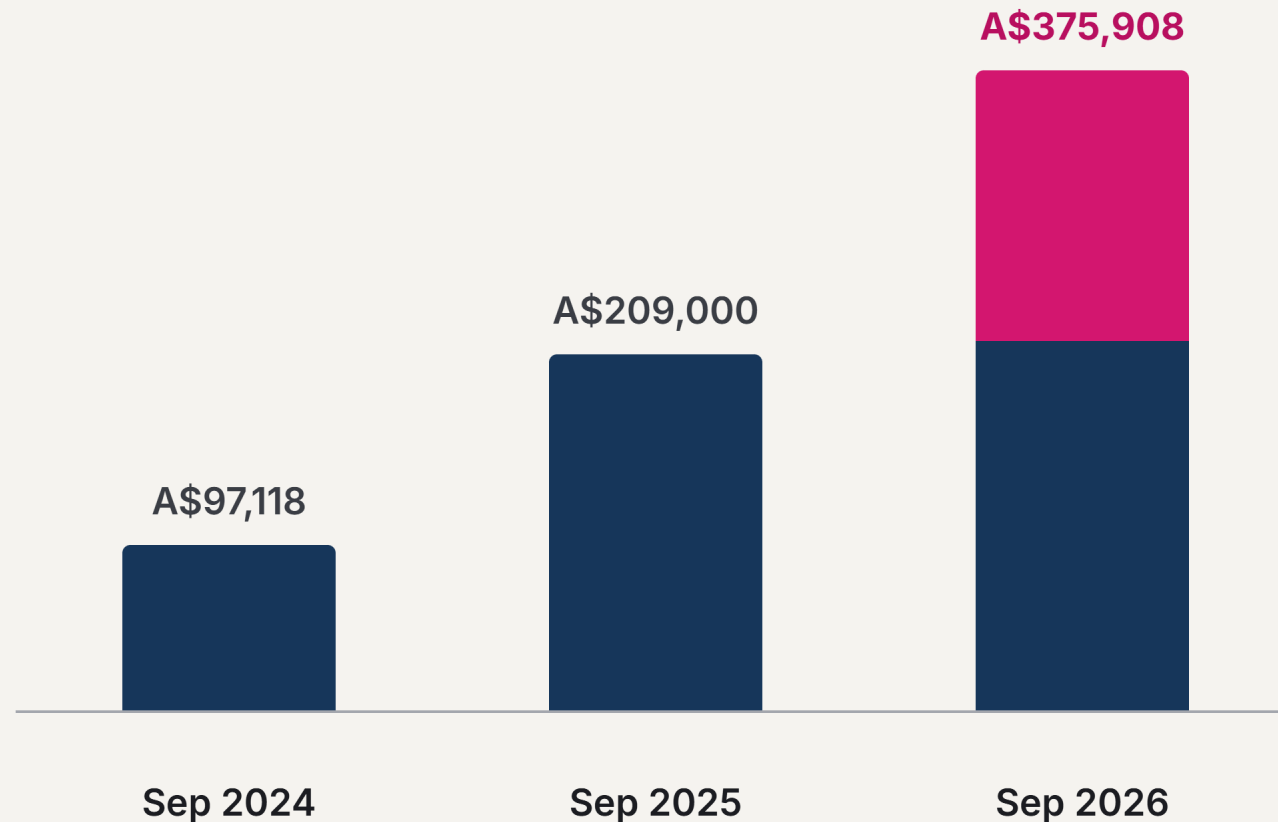
Total revenue

+10.2%

Overall year-on-year growth, calendar year to 31 August 2026

Growth is coming from **customer expansion**, not market tailwinds.

Record September Revenue



+79.9%

on September 2025

18.6%

above the previous monthly record, set in
October 2025

■ New universities: A\$159,094

■ Established universities: A\$216,814

A partner-led distribution model

UK AND UNITED STATES

Convera

Partner across the UK and US.
Two substantial new UK university contracts won together: one by competitive tender, one following presentations

UK AND EUROPE

TransferMate

Revenue-share framework expanded in June 2026 to include UK and European universities

UNITED STATES

TransferMate

Platform agreement announced 9 April 2026 covering a 283-university portfolio, rolled out one-to-many

Improved economics: a non-exclusive UK model with flexibility to work with multiple payment providers, and 30% revenue share across onboarded universities, compared with 25% on the initial cohort.

An expanding university footprint

15

Established
universities (14 at
September 2025)

7

Newly onboarded
universities

21

Universities in
implementation across
the UK, Europe and US

43

Total university
accounts, up from 15 at
September 2025

Includes two substantial new UK contracts won with Convera, one by competitive tender, and the Company's first continental European university, in Italy.

University account status at 30 September 2026, as reported in the Q1 FY27 Quarterly Activities Report.

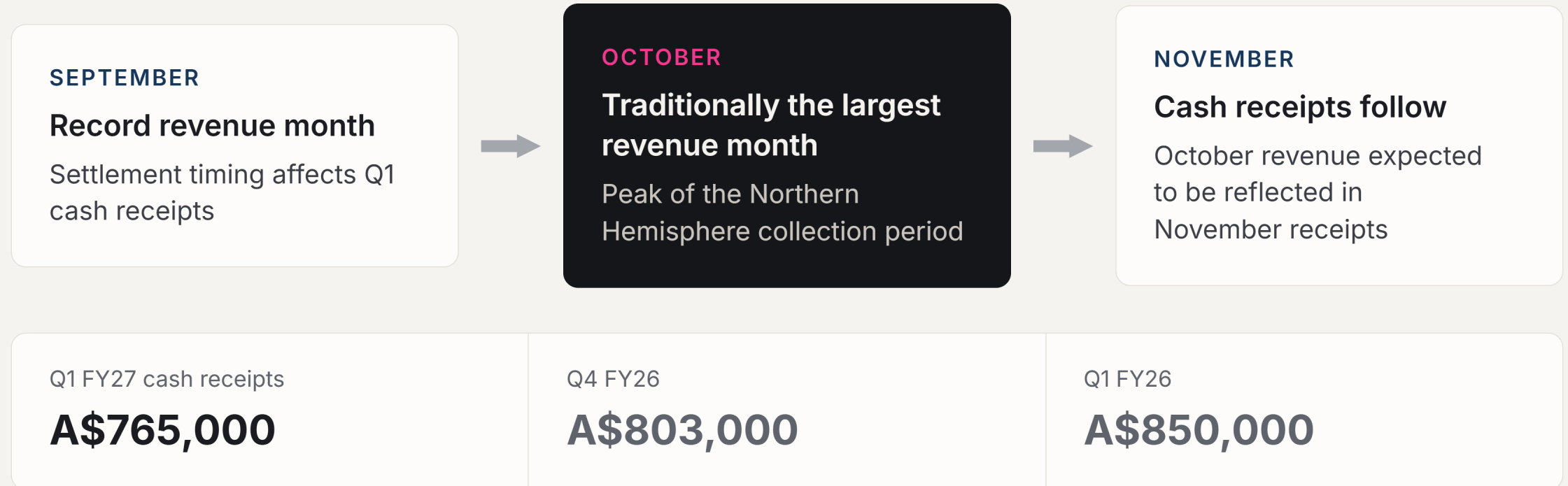
United States: first tranche underway



The **one-to-many** model is designed to accelerate deployment compared with a traditional institution-by-institution sales process.

As announced on 5 October 2026. Implementation activity should not be interpreted as a forecast of revenue, contracted recurring revenue or future financial performance.

Seasonality and cash timing



Cash at 30 September: A\$747,000. After quarter end, September invoices are received and an R&D tax incentive of approximately A\$500,000 is expected in the December quarter.

FY27 priorities

- 1 Continue implementing new universities across the UK, Europe and North America
- 2 Support universities through the Northern Hemisphere peak collection period
- 3 Extend adoption within existing universities
- 4 Convert partner channels into live deployments, led by the US rollout
- 5 Improve operating leverage as the platform scales

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Questions

Thank you for your continued support

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