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ASX ANNOUNCEMENT
Wednesday 18 November 2026

FY27 Earnings Guidance & Operating Update

Highlights:

- **FY27 guidance signals a step-change in financial performance vs. FY26 (Actual),** with revenue forecast of $19M to $20M (up 13%-19%) and EBITDA of $1M to $1.5M (up $1.9M-$2.4M) due to key client contracts and strategic reset.
- **Strategic reset delivering tangible results,** evidenced by higher-value and quality customer contracts, while addressing revenue "lumpiness" that's inherent in the CDMO industry.
- **Clear pathway towards $50 million annual revenue target**, supported by favourable industry tailwinds, an expanding opportunity pipeline, a new five-year radiopharmaceutical contract and a deepening strategic relationship with Sanofi.
- **Major capability expansion unlocking future growth,** with ~$7 million upgrade program in advanced sterile and oral dose manufacturing that enhances IDT's market leadership, competitive advantages and ability to secure larger, higher-value contracts.

IDT Australia Limited (ASX: IDT) (**IDT** or the **Company**) is pleased to provide full-year guidance for FY27 with revenue and earnings before interest, tax, depreciation and amortisation (**EBITDA**) forecast to increase materially over the previous year.

Encouraging early benefits from the ongoing strategic reset program and committed key client contracts, which are expected to commence in the second half of FY27, underpin the step-change in IDT's financial performance.

	FY26 Actual	FY27 Guidance	Growth
Revenue from 3 Verticals	**$16.8M**	**$19M to $20M**	**+13% to 19%**
EBITDA	**-$0.92M**	**$1.0M to $1.5M**	**+ $1.9M to $2.4M**

IDT's Executive Chair, Mark Simari, said:

"It is pleasing to see the early benefits from our strategic reset undertaken over a year ago, which is transforming IDT into a stronger, more focused organisation with improving earnings quality, a growing pipeline of potential work and expanding capabilities."

"Importantly, the growth uplift is being driven by a higher-quality customer base, larger programs and more diversified revenue streams, providing a stronger foundation for sustained profitability."

About IDT
IDT (ASX:IDT) is an Australian pharmaceutical manufacturing company based in Boronia, Victoria, Australia. The Company has extensive experience in the development and production of high potency and high containment pharmaceutical products for local and international clients. IDT's facilities are cGMP compliant and are regularly audited by the US FDA and Australian TGA. With an experienced team of specialists within world-class facilities, IDT provides a full-scale service for new drug development and scale-up, commercial active drug manufacture as well as a variety of oral and injectable finished drug dose forms.

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Delivering on the Strategic Reset

Following the strategic reset initiated early FY26, IDT has focused on improving both the quality and resilience of its revenue base.

The Company is actively reducing revenue lumpiness inherent in the contract drug manufacturing sector by building a deeper backlog/bank of projects across all three operating verticals. This approach is designed to provide greater visibility, reduce reliance on individual contracts and enable IDT to better utilise available manufacturing capacity when customer programs are delayed.

Additionally, IDT has increasingly prioritised engagement with larger and well resourced pharma and biotech groups capable of supporting longer-term development and manufacturing programs. While emerging biotech remains an important customer segment, the change in the customer mix will enable IDT to better address revenue volatility.

The benefits of this strategy are already becoming evident, with several larger and higher-quality contracts contributing to the FY27 outlook.

Three-Year $50M Revenue Target

IDT is building the foundations that puts it on track to hit $50 million of annual revenue in three years, supported by the expansion into new markets, deepening strategic working relationships with key clients and capitalising on growing demand for specialist Contract Development and Manufacturing Organisation (**CDMO**) services.

Underpinning this ambition is the Company's ~$7 million investment to modernise its facilities and upgrade its capabilities in both specialty orals and sterile manufacturing. The latter is one of the fastest-growing segments of the global CDMO industry, valued at US$41.6 billion in 2026 and forecast to grow at a compound annual growth rate (**CAGR**) of 11.2%, with Asia-Pacific expected to grow even faster at 12.3% CAGR[1].

IDT's investment decision is already bearing fruit. It's one of the key reasons IDT was able to secure a further five-year contract with an existing radiopharmaceutical client and is potentially opening new opportunities beyond R&D work, with the global pharmaceutical expressing interest in nurturing its existing relationship with IDT.

Ends…./

Authorised by the Board of Directors of IDT Australia Limited.

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[1] https://www.grandviewresearch.com/industry-analysis/sterile-injectables-cdmo-market-report

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Forward-looking statements

This announcement contains or may contain forward-looking statements that are based on IDT Australia's beliefs, assumptions, and expectations and on information currently available to IDT Australia.

All statements that address operating performance, events, or developments that IDT Australia or its directors expect or anticipate will occur in the future are forward-looking statements, including, without limitation, statements as to the expectations of IDT Australia or the market it operates in.

IDT Australia believes that these forward-looking statements are reasonable as and when made. You should not place undue reliance on forward-looking statements because they speak only as of the date when made. IDT Australia does not assume any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. No assurance or guarantee is, or should be taken to be, given in relation to, and no reliance should be placed on, the future business performance or results of IDT Australia or the likelihood that the current assumptions, estimates or outcomes will be achieved. Actual results, developments or events could differ materially from those disclosed in the forward-looking statements.

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