



Rein In Receivables

FY25 Results Presentation

September 2025

Approved by Board

IODM at a Glance

FY25 Result Highlights

Reflects a shift to 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

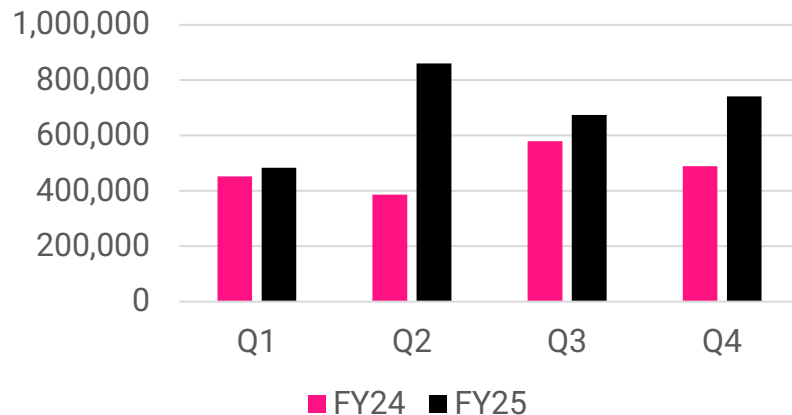
Revenue (Company)

Revenue share model : UK Education receipts have grown significantly during the course of the year, with revenue for July 25 up 240% on pcp.

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

Development: Development sales pipeline continues to grow as clients pursue 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.

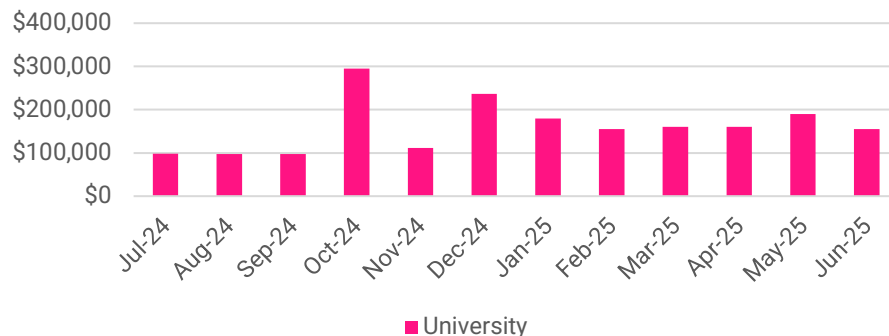
Business: The company has continued to onboard additional universities and has been able to build a working model on the business behaviour of the universities as well as a payment profile of the students. This has enabled the payments platforms to increase the size of their wallet share, and subsequently their revenue per university.

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.

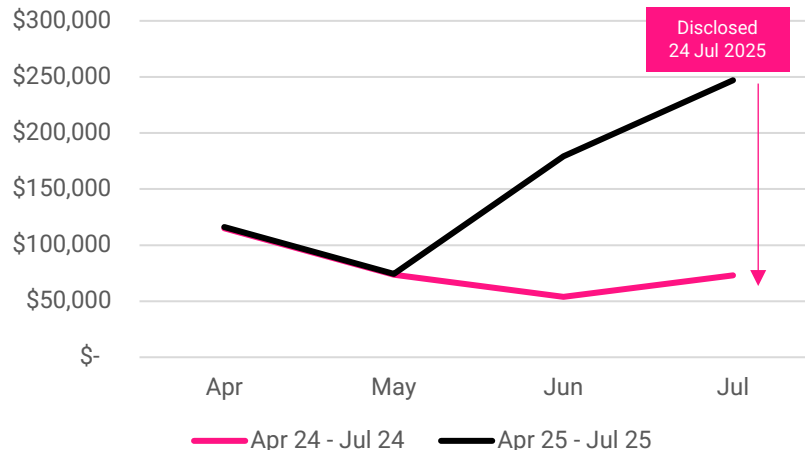


AUD:GPB 0.5004

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 July 2025 v PCP				
Educational Institution (EI)	July 24	July 25	Uplift	
	AUD \$	AUD\$	AUD\$	%
Existing EI's	73,000	170,000	97,000	133%
New EI's	-	80,000	80,000	
Total	73,000	250,000	177,000	242%

UK Education Min Payment Thresholds			
Threshold Level	Monthly Min Pmt (GPB)	Annual Min Pmt (AUD)	Month Achieved
1	25,000	599,520	Dec 24
2	50,000	1,199,041	Jan 24
3	75,000	1,798,561	Oct 24
4	100,000	2,398,082	Jul 25
5	125,000	2,997,602	-
AUD/GBP Assumption = 0.5004			

- 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
- IODM confident of achieving the minimum threshold of GBP125,000/month in 1HFY26

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.

IODM Connect – Performance Demonstrated



Are you achieving these kinds of revenue collection results?



99.1% Accommodation collections
97.9% Tuition collections
100% Sponsor collections

- LSE consistently ranks in the top 5 Universities in the UK amongst its peers as well as student cohort
- The record collection results achieved by LSE have been post the implementation of IODM Connect.
- LSE was the first UK University to adopt the IODM connect platform and actively promotes and endorses IODM Connect within the UK education sector.
- The results achieved by LSE are been seen in other Universities as well as they implement IODM Connect

Education operating environment

Broader trends for Universities, Payments Platform and IODM

External environment

- Continued push from Governments in target regions to grow international student penetration
- Ultra competitive payments platform industry driving need for participants to offer more services to maintain and grow market share
- Universities increased needs to collect, reconcile and offer more diverse payment options

Internal environment

- Payments companies under pressure to increase wallet share of existing clients
- Their preference is to offer IODM as a solution to their current offering
- Universities needing to do more with less

Outcomes

- IODM becoming the point of difference amongst payment platforms
- Demand for IODM increasing as a result
- IODM brand been built on successful results of Uni's using IODM (evidenced by recent campaign by LSE)
- Improved student payment experience

Revenue Metrics

Recognition model

Education	<p>All revenue is derived on a revenue share model governed by the total value of transaction revenue</p> <ul style="list-style-type: none">✓ Education fees at a university are invoiced on a trimester basis✓ Total international students multiplied by tuition fee or payment plan amount and accommodation costs (invoices) are sent to students and paid through the Payments Platform via direct credit or credit card✓ Payment therein incurs a fx conversion fee and IODM receives 30% of total fees
Professional Services	<p>Revenue will be derived from a mix of subscription and revenue share model</p> <ul style="list-style-type: none">✓ Channel partner's clients are introduced to IODM and a subscription fee will be charged in line with Australian model✓ Channel Partner will handle the payments processing and IODM receives 20% of total value✓ IODM receives revenue from underlying client and channel partner
Proprietary	<p>Australian model receives monthly subscriptions</p> <ul style="list-style-type: none">✓ IODM recognised as a customised ERP module for Accounts Receivable✓ Clients are charged according to number of invoices not value✓ Implementation revenue is recognised for customisation
Recognition	<p>Revenue</p> <ul style="list-style-type: none">✓ Education revenue is recognised in the month the student fees are paid✓ Subscription revenue is invoiced monthly in advance, implementation revenue is invoiced upon contract execution

Appendix



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

- **11+ years of experience** in IT through numerous roles at General Mills, Ryco and the Victorian Government
- Former Head of Digital Transformation and Acting CIO for the Department of Treasury and Finance, Victoria
- Holds an MBA from the UNSW Business School in Business and Technology and studied IT at RMIT

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