

ASX ANNOUNCEMENT Thursday, 21 August 2025

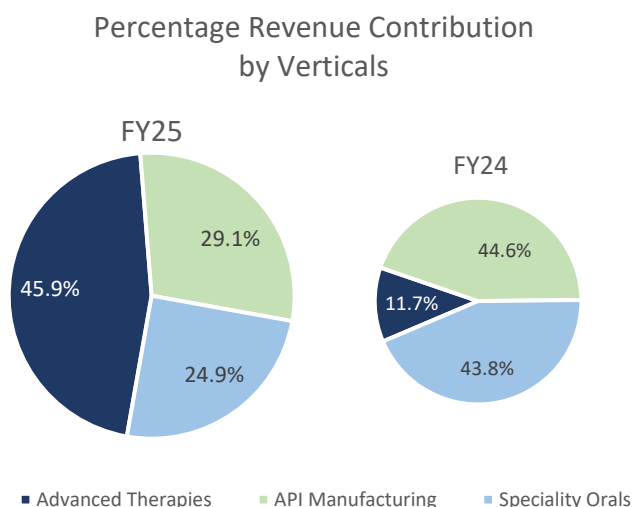
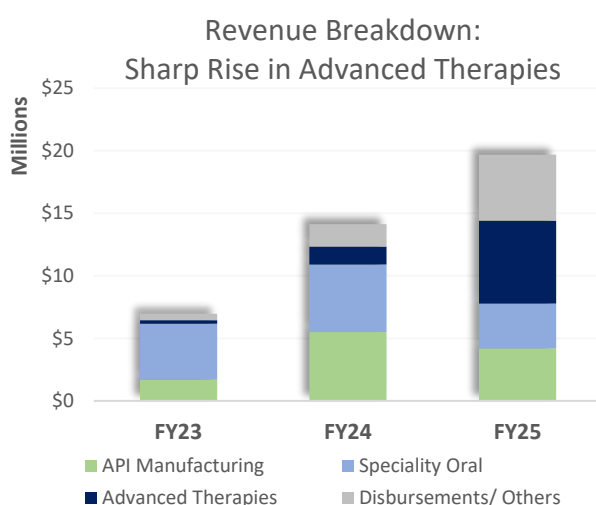
Full Year Revenue Growth of 41% as IDT Moves to Final Stage of Transformation Program

Highlights:

- **Transformation Milestone:** IDT's revenue jumped 41% YoY to \$20M in FY25, marking the second consecutive year of growth and the successful completion of Stage 1 of its strategic transformation program – the "Rebuild Strategy".
- **Advanced Therapies Leads Growth:** Revenue from the Advanced Therapies vertical surged 361% to \$6.6M, driven by demand for high-value ADCs and mRNA technologies. This vertical is central to the next phase of growth.
- **Positive Lead Indicator:** Disbursements jumped 433% YoY to \$4.8M, signalling strong flows of new contracts and early-stage manufacturing activity, underpinning IDT's positive outlook.
- **Next Stage:** Focus on reaching positive cashflow and profitability milestone while growing core revenue from its three verticals and leveraging its robust pipeline of potential sales opportunities worth ~\$19M¹.

IDT Australia Limited (ASX: IDT) (IDT or the Company) is pleased to announce its full year profit result for the financial year 2025 (**FY25**) with revenue increasing for the second consecutive year as the Company successfully completes the first stage of its strategic transformation program (**Rebuild Strategy**) and transitions to the second stage (**Sustainability Strategy**).

IDT's total FY25 revenue jumped 40.6% year-on-year (**YoY**) to \$19.9 million with the growth underpinned by IDT's "Rebuild Strategy", which focused on lifting the utilisation rate and re-establishing IDT as a trusted world-leading contract development and manufacturing organisation (**CDMO**) for high-value pharmaceutical programs.



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.

The Company posted a FY25 net loss of \$8.1 million (FY24 net loss: \$5.4 million), which includes the recognition of bad debts of circa \$1.2 million relating to two customers defaulting on payments in FY25. These are one-off items, and the Board, in conjunction with the company's finance and business development teams, are reviewing all procedures in place to improve the review and due diligence undertaken on new clients to ensure the quality of contracted clients is increased to minimise events of this nature moving forward.

Mark Simari, the Executive Chairman of IDT Australia, said:

"The primary aim of our 'Rebuild Strategy' is revenue growth to generate much-needed cashflow for the business. The success of this strategy is borne out in the increase in plant utilisation from around 5% three years ago to around 35% today.

"There is a lot more runway for growth, and recent contract wins and our sales pipeline provide us momentum as we enter the next chapter of the transformation – our 'Sustainability Strategy'. The key objective under the new chapter is to leverage on what we have built to take us into profitability and to maximise the earnings potential for IDT."

The significant increase in disbursement revenue also bodes well for the outlook of the Company. Disbursements increased by 433.4% YoY to \$4.8 million in FY25. This covers raw material costs and new equipment, which IDT charges customers for with a modest margin. The jump in disbursements is largely associated with the start of new contracts and is typically a lead indicator on the future performance of the three verticals.

Performance of the Three Verticals

Advanced Therapies: This vertical is the standout in FY25 with revenue surging 361.1% YoY to \$6.6 million. The growth of this business is key to the Sustainability Strategy, which forms the second and final stage of IDT's transformation program, as it's leveraged to high-value, higher-margin contracts, such as Antibody Drug Conjugates (**ADC**) and messenger RNA (**mRNA**) technologies.

Active Pharmaceutical Ingredient (API) Manufacturing: Revenue from this vertical declined 23.6% YoY to \$4.2 million as work orders from this business transition to Advanced Therapies or Specialty Orals to complete the manufacture of the finished drug. The API vertical is an important part of IDT's integrated offering, which gives IDT an edge over the competition. However, this means it is not unusual for revenue from this vertical to fluctuate depending on the stage of execution of contracts.

Specialty Orals: This vertical focuses on neuromeds. Revenue from this business declined 33.4% YoY to \$3.6 million as IDT turned to Advanced Therapies to drive the second stage of its transformation program. Most of the sales in Specialty Orals are for lower-margin medicinal cannabis products and demand for these drugs have been constrained due to a temporary oversupply issue. However, Specialty Orals is expected to return to growth due to growing demand for psychedelics and other drugs to treat central nervous system (**CNS**) and neuroscience indications.

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Outlook

IDT commences the second stage of its five-year strategic transformation plan under new leadership with a primary focus on improving profitability and reaching a positive operating cashflow position. The Company is on a strong footing with a pipeline of potential sales opportunities worth circa \$19 million¹.

The Company is working towards a positive cashflow and profitability position, while growing core revenue from its three verticals in the current financial year. It is expected that the growth will be primarily driven by the Advanced Therapies vertical, which is benefitting from the increasing number of new ADC and mRNA treatments under development and the general shortage of suitable facilities in the region to manufacture these drugs.

Meanwhile, the Specialty Orals vertical is turning a corner as growth in psychedelics and other new neuromeds are expected to underpin a near-term turnaround in this vertical. While Advanced Therapies is expected to remain the dominant contributor to group revenue, Specialty Orals will continue to be an important cash generator for the Company.

The positive outlook for these verticals bodes well for the API vertical as customers are increasingly looking for one-stop CDMOs that can undertake the GMP manufacture of their active ingredient through to the finished product.

IDT intends to provide a further update to the market on the second phase of its growth strategy at or before the next quarterly update in October.

Ends..../

Authorised by the Board of Directors of IDT Australia Limited.

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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.

¹ Unweighted for probability of converting opportunities into contracts.

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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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