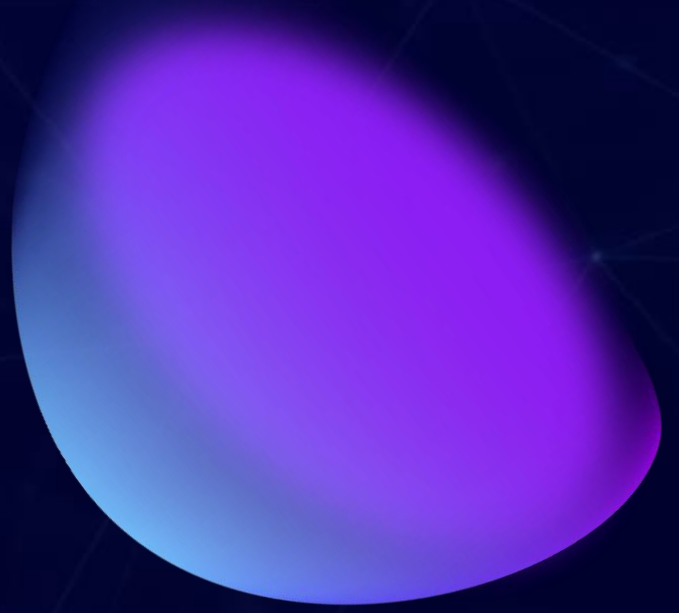


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FY24 Results Presentation

29 August 2024

AI-Media Technologies Limited (ASX: AIM)



AI MEDIA

“

We successfully grew our technology revenue by 37%, driven by the scaling of our LEXI solutions, iCap network monetization, and encoding revenue streams. This increase in higher margin revenue led to a 24% increase in EBITDA to reach \$4.1 million.

Our accomplishments this year have set a strong foundation for future growth and the core focus for FY25 is to grow via three strategic pillars:

- Extend the leadership of AI-Media’s technology products beyond the US market to European and Asian broadcasters;
- Increase sales to government and enterprise customers with tailored LEXI products; and
- Innovate and enhance technology solutions to capture a greater share of the emerging AI language services market beyond captioning and translation, including LEXI Audio Description, LEXI Voice and LEXI Dubbing.

- Tony Abrahams, Co-Founder, CEO

”



**Tony
Abrahams**

**Co-founder, CEO &
Shareholder (~17%)**



**John
Bird**

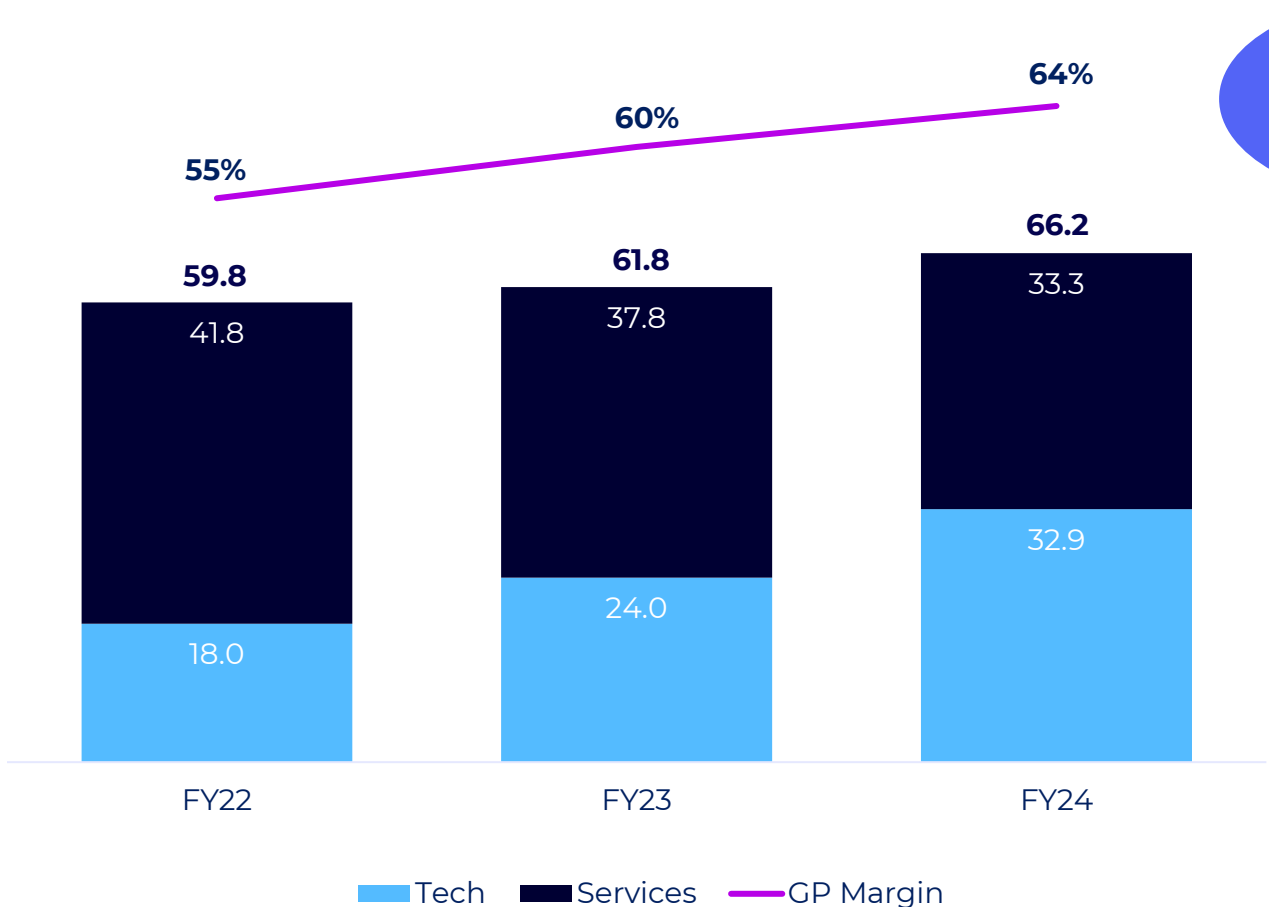
Chief Financial Officer

Continued success in executing on transformation strategy to grow technology revenue at higher margins



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Revenue composition (\$m) and gross profit margin (%)



35%
Tech revenue
CAGR

**Targeting >80%
Technology
revenue by
December 2025**

FY24 financial highlights

Total revenue¹

\$66.2m

↑ 7%

(FY23: \$61.8m)

Total gross margin

64%

↑ 4%

(FY23: 60%)

Tech gross margin

85%

↑ 1%

(FY23: 84%)

EBITDA

\$4.1m

↑ 24%

(FY23: \$3.3m)

Tech revenue²

\$32.9m

↑ 37%

(FY23: \$24.0m)

Tech gross profit

\$28.0m

↑ 39%

(FY23: \$20.2m)

Cash balance³

\$10.9m

↓ \$6.1m

(FY23: \$17.0m)

Operating cash flow

\$3.6m

↑ 3%

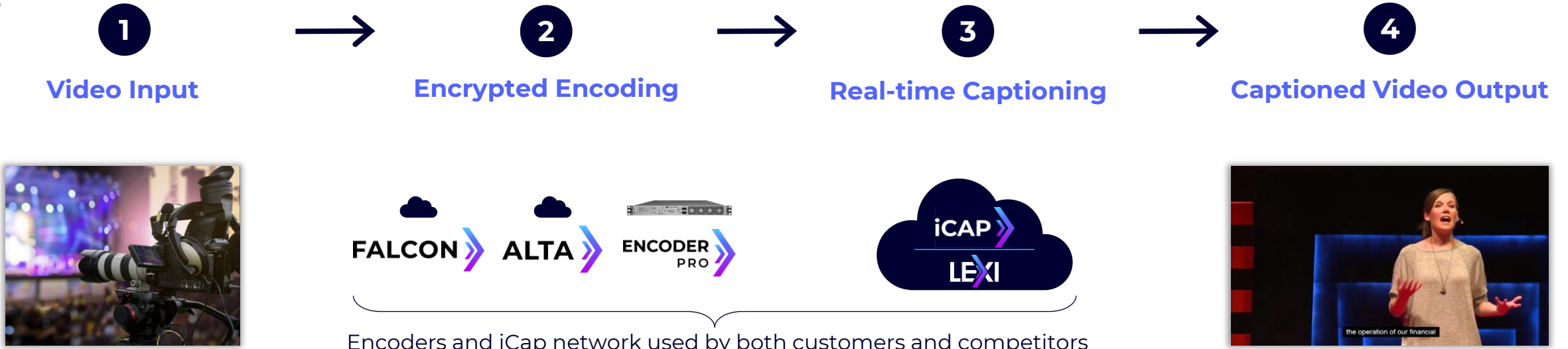
(FY23: \$3.5m)

AI-Media's unique ecosystem

Industry leading live captioning platform, providing customers with the only fully integrated solution



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Live or recorded video source via broadcasts, events or over-the-top (OTT) content

Cloud, virtual, or physical encoders convert audio into digital data that is sent to iCap network

Matches captions to video sources and provides encrypted remote access to customer data improving contextual accuracy

LEXI converts speech into text to present live captions on any screen or platform, in any language

AI solutions embedded into customer workflows



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World leading captioning network, infrastructure and solutions

FALCON >> **ENCODER PRO** >> **ALTA** >>

- ✓ Offered as cloud software or hardware
- ✓ Pairs captions to video sources
- ✓ Low latency, enabling near-real-time captioning
- ✓ Compatible with multiple resolutions

iCAP >>

- ✓ Scalable encrypted cloud-based network with hourly charging implemented
- ✓ Global standard, servicing majority of US broadcasters
- ✓ Integrated with AIM and leading 3rd party products & solutions

LEXI

- ✓ Proprietary speech recognition solution
- ✓ Enterprise-grade accuracy >98.7%
- ✓ Delivers coherent captions using advanced ML and NLP algorithms
- ✓ Captions multiple languages

AI-Media at a glance

World leading captioning network, infrastructure and solutions providing customers with the only fully integrated solution



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KEY SOLUTIONS

Encoders

ENCODER PRO >> ALTA >> FALCON >>

iCap network

iCAP >>

LEXI solutions

LEXI >>

Americas



EMEA



APAC



CORE SEGMENTS

Broadcast

62% of FY24 revenue

Government

4% of FY24 revenue

Enterprise

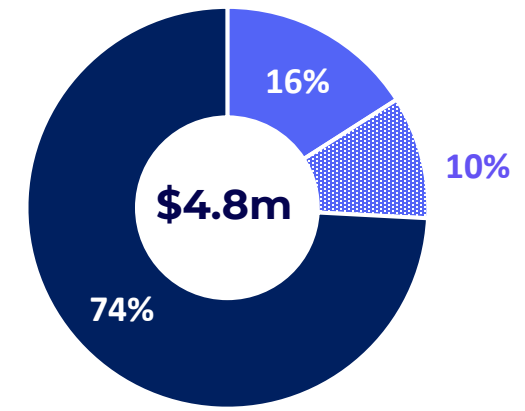
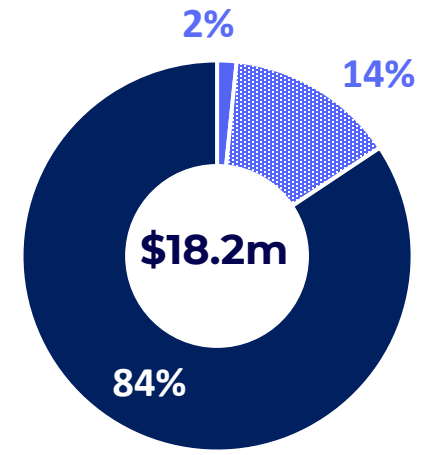
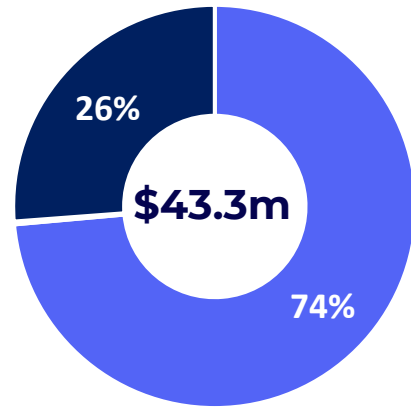
34% of FY24 revenue

FY24 regional revenue breakdown

US broadcast at leading edge of tech transition



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■ Technology ■ Transition Revenue ■ Services

Americas

- Achieved significant transformation of the region with technology sales 74% of total in FY24 (FY23: 65%, FY22: 54%)
- Tech rev growth 38% YoY

APAC

- Regional priority is to grow tech customers and transition legacy customers to tech solutions

EMEA

- Increase in technology revenue up to 16% in FY24 from 2% in FY23
- Strong pipeline of technology clients across Europe

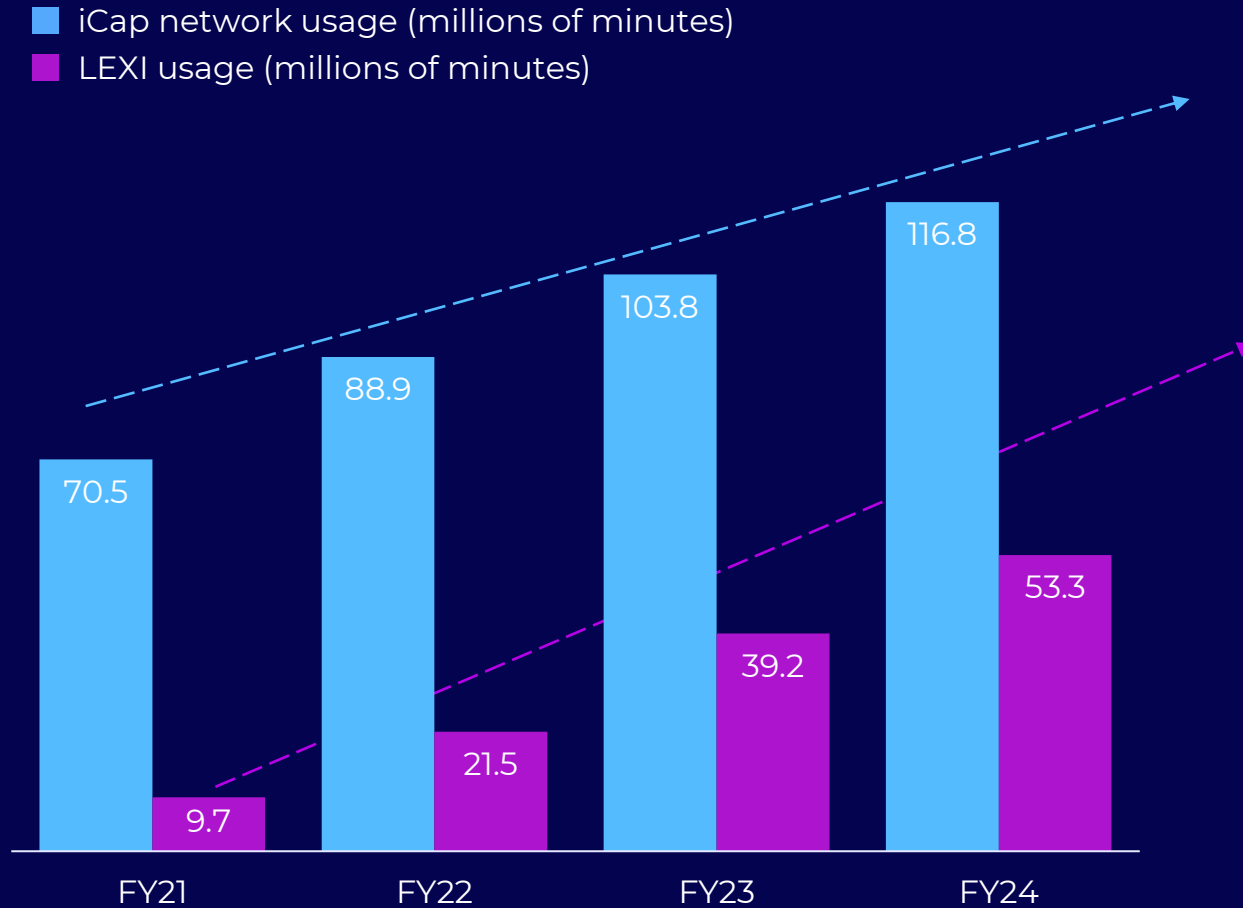
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Operational update



Sustained growth in iCap and LEXI continues

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- From FY21 to FY24, usage of the iCap network grew at a CAGR of 18% and LEXI solutions usage grew at a CAGR of 77%
- LEXI revenue grew by 40% to \$11m from FY23 to FY24
- Now monetizing all 3rd party usage of the iCap network, which includes every major global captioning company
- Increasing encoder penetration provides opportunities to further grow iCap revenue and LEXI revenue

FY24 product milestones achieved



FY24 general & admin expenses include ~\$7.5 million invested in Product Development and Engineering, delivering the below benefits across AI-Media's high growth technology products: Encoding, iCap and LEXI

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Context
Goal
Product Highlights

Encoding	iCap Network & Cloud	LEXI
<p>AIM's competitive moat begins with encoders embedded in customers' workflows. Encoders receive audio that is sent to the AI transcription engines via iCap to encode captions back for distribution and viewing</p>	<p>On acquisition of EEG in 2021, access to iCap was provided free-of-charge to third party captioning agencies, and uptime on the network was 99.80%</p>	<p>AIM's growth is ultimately underpinned by the quality of its AI-powered LEXI toolkit</p>
<p>To extend the leadership of AIM Encoders beyond US Broadcast to Global Broadcast and Government</p>	<ol style="list-style-type: none"> 1) Monetize all iCap traffic by implementing tolling on the network for all third parties 2) Increase uptime to 99.999% 	<ol style="list-style-type: none"> 1) To increase penetration of iCap traffic delivered with LEXI LIVE to over 80% by December 2025 2) To extend the LEXI Toolkit product suite to capture more of the AI Language TAM
<p>Encoders were made operational in UK, Spain, France, Romania, Finland and ready to deploy in >50 countries</p> <p>LEXI Local devices were improved for Government functionality</p>	<p>iCap traffic was 100% monetized in 2H24 with all 80 agencies signing up</p> <p>iCap enhancements funded by tolling increased uptime to 99.99%</p>	<p>LEXI Live overtook human quality in 1H24</p> <p>LEXI DR was launched in April 2024</p> <p>LEXI RECORDED launched in March 2024</p>

FY24 operational highlights

AI-Media grew all technology products and realised OPEX savings from Services transition

Encoding

- Hardware revenue grew 40% YoY (FY24 \$12.8m vs FY23 \$9.1m)
- Continued maturation of IP video support in Alta
- New SDI encoder for unifying 4K / CCMATCH / AV features and improving manufacturing yield/costs
- Non-English customization to improve regional technical standards and delivery

iCap

- 100% of iCap traffic now being monetised with third party iCap charging implemented in H1 FY24
- Stabilization and reliability improvements on iCap leading to a 50% reduction in incidents
- Enhanced software development kit for 3rd party partners

LEXI

- SaaS & Support revenue grew 35% YoY (FY24 \$20.1m vs FY23 \$14.9m)
- LEXI revenue totalled \$11m in FY24 (FY23: \$7.8m)
- Improved LEXI accuracy and formatting, especially speaker attribution
- LEXI DR (Disaster Recovery) launched in February
- LEXI Recorded launched in April

Services Transition

- Transition away from legacy services successfully continues
- Resulted in a reduction in direct costs and overheads
- No new hires since July 2022
- Over 35% headcount reduction since peak
- Ongoing changes resulting in a significant reduction in OPEX

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Further LEXI growth driven by cross-selling activities



AIM continues to increase average revenue from top customers by cross selling new complimentary solutions

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	Case study 1: Top 5 US Broadcaster	Case study 2: Major US Sports League	Case study 3: Fortune 100 Company
FY23 Contract	Annual Spend: \$0.9m Purchased: Encoders, LEXI, Human Captioning	Annual Spend: \$0.7m Purchased: Encoders & LEXI	Annual Spend: \$0.9m Purchased: Encoders, Human Captioning
FY24 Contract	Annual Spend: \$1.8m + 73% YoY Encoder revenue + 20% YoY LEXI revenue	Annual Spend: \$1.2m + 197% YoY Encoder revenue + 21% YoY LEXI revenue + Topic Modelling	Annual Spend: \$1.6m + 50% Encoder YoY revenue + new LEXI customer + LEXI DR
Total value increase (%)	+102%	+57%	+75%

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FY24 financials



Summary FY24 financials

Strong results driven by 37% tech revenue growth at margins >80%



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A\$m	FY24	FY23	Variance	Growth %
Tech revenue	32.9	24.0	9.0	37%
Services revenue	33.3	37.8	(4.5)	(12%)
Total revenue	66.2	61.8	4.5	7%
Tech gross profit	28.0	20.2	7.8	39%
Services gross profit	14.5	16.7	(2.2)	(13%)
Gross Profit	42.5	36.9	5.6	15%
<i>GP margin %</i>	64%	60%	-	-
Other Income	-	0.5	(0.5)	-
Sales & Marketing	12.5	9.2	3.3	36%
General & Administrative	25.9	24.8	1.0	4%
Total operating expenses	38.4	34.0	4.3	13%
EBITDA	4.1	3.3	0.8	24%
<i>EBITDA margin %</i>	6%	5%	-	-
Operating cashflow	3.6	3.5	0.1	3%
Cash and cash equivalents at Y/E	10.9	17.0	(6.1)	(36%)

37% Tech revenue growth, underpinned by scaling of LEXI solutions, iCap network monetisation and other software revenue growth

66% of Gross Profit now coming from technology
Gross Margin expansion to 64% achieved in FY24 (pcp 60%)

Sales & marketing expenditure includes a significant investment in new sales resources and trade show attendance

G&A includes increased investment in product resources including development, maintenance and support of >\$7.5m in FY24 expected to exceed \$8.0m in FY25

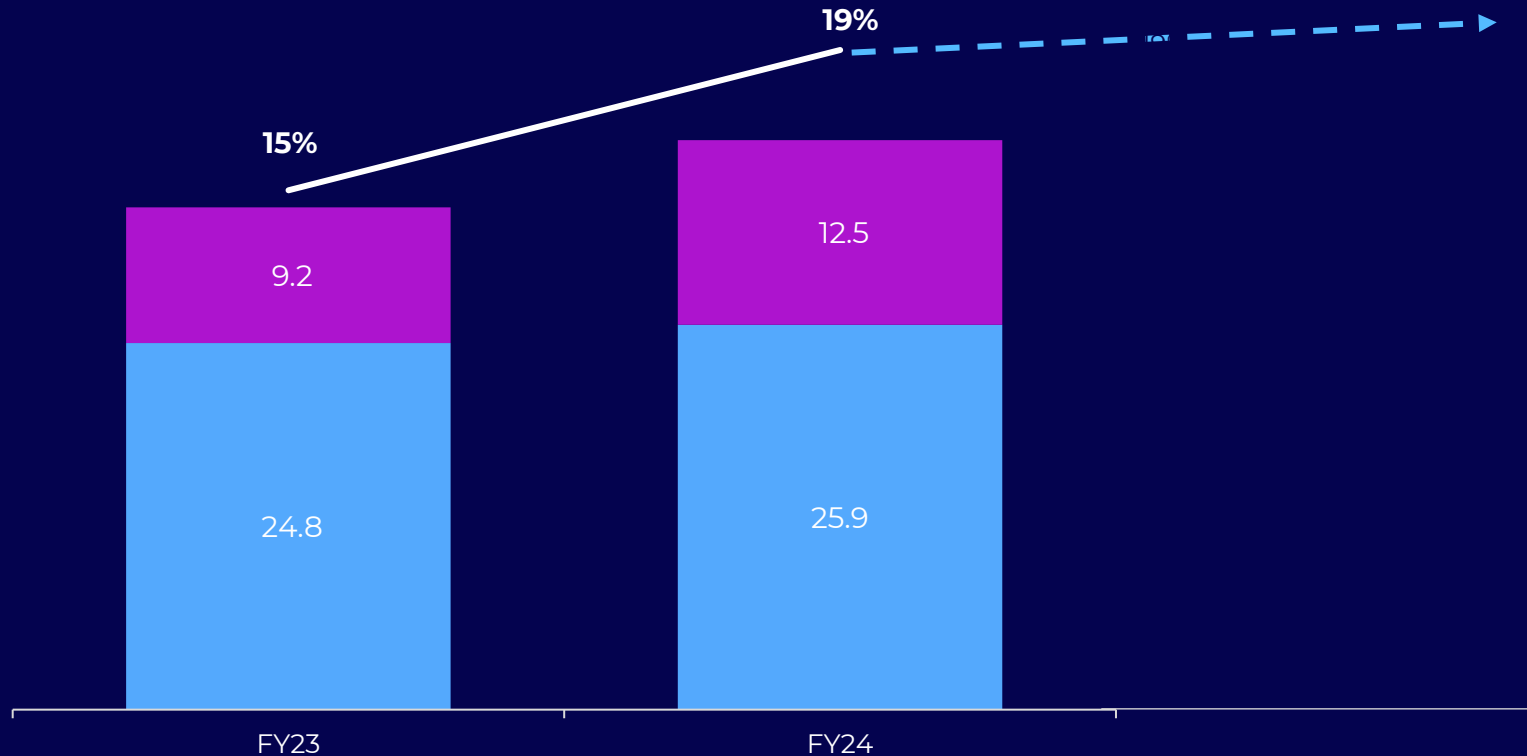
EBITDA increase of >24% to \$4.1m in FY24 reflecting improved performance as technology revenue grows

\$3.6m operating cash flow signals sustained tech business performance and scalable growth potential

Cash balance \$10.9m declined due to final payouts of \$8.1m relating to EEG & ACS paid in H1 FY24

Investment in sales and product are paying off

Sales expenses as a portion of revenue YoY



■ General & Administrative \$ ■ Sales & Marketing \$
— Sales & Marketing as % of Revenue - - - Forecasted Sales & Marketing as % of Revenue

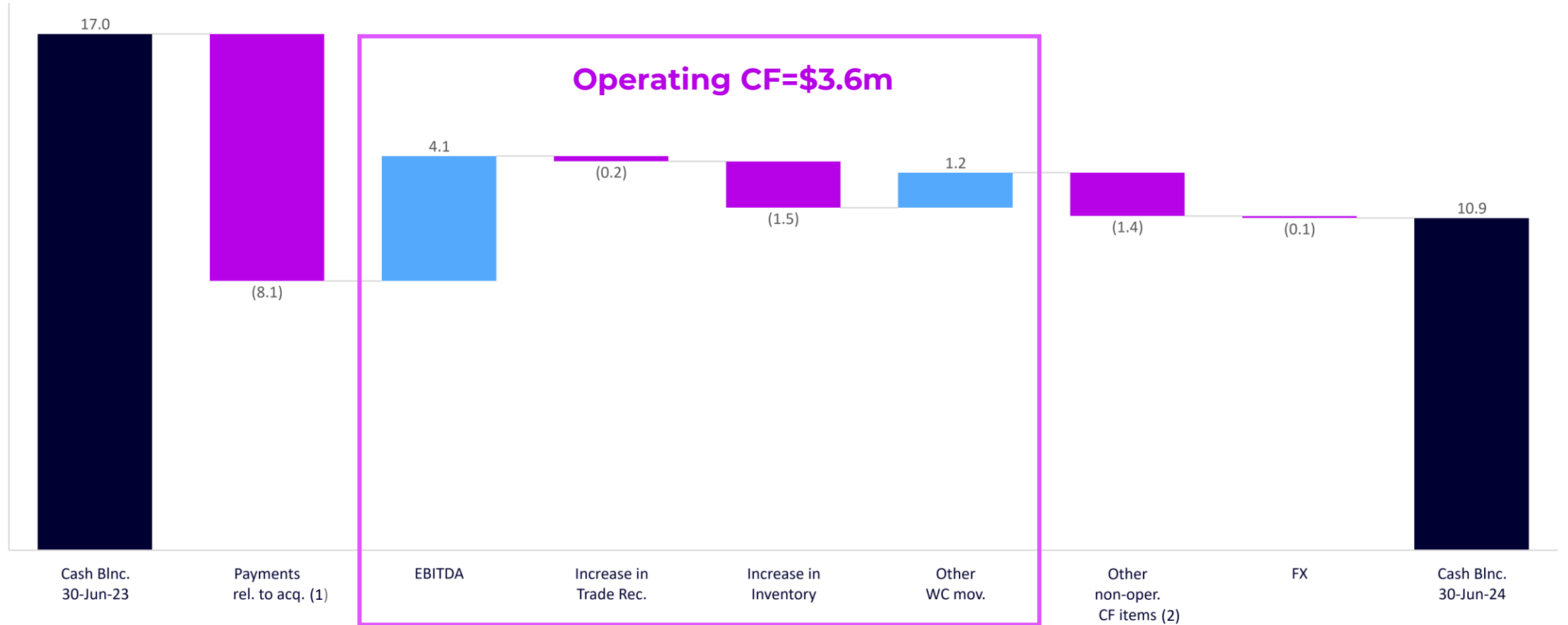
- Overall expenditure increased by 13% from FY23 to FY24
- Sales & marketing expenditure increased by ~36% and includes a significant investment in new sales resources and tradeshow attendance
- This increase in sales & marketing was foreshadowed in February and is already paying for itself
- G&A includes product development and support of ~\$7.5m in FY24 (expected to exceed \$8.0m in FY25)

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Cash flows bridge (\$m)



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(1) \$8.1m final payment for EEG and ACS acquisitions paid in H1 FY24

(2) Payments for property, plant and equipment, Payments for Intangibles, Repayment of Lease liabilities

Note: Totals may not add up precisely due to rounding

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Strategy & outlook



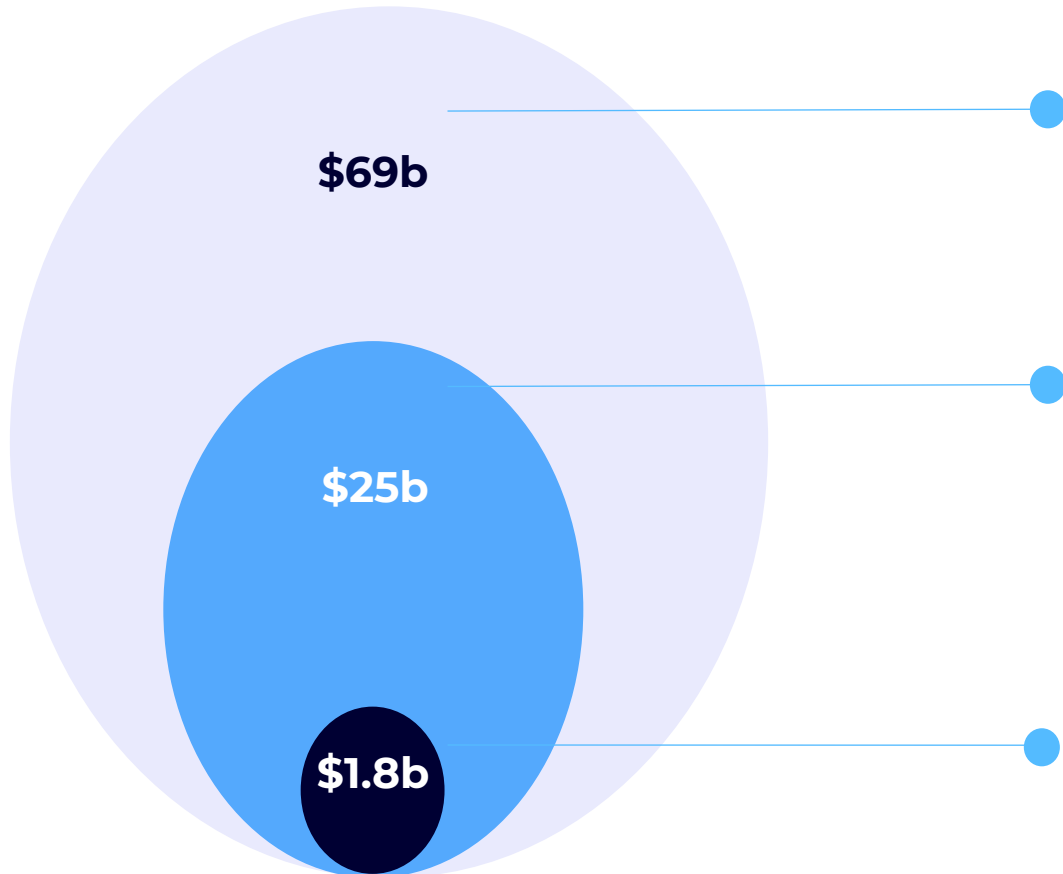
AI-Media's Total Addressable Market



Aiming to extend current leadership from live closed captioning into other AI-powered language services

Language Services Market Size (Global, 2023)

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The broader global language services market includes Text-to-text services (translation, transcreation) and Speech to Text (including subtitling, captioning, transcription, dubbing)

The addressable market for AI-Media (which includes Speech to Text and Speech To Speech services) is estimated to be growing at 6.7% CAGR and will be ~ \$25 billion by 2025. **AIM is developing new AI products to capture a larger portion of STT market opportunity**

Currently servicing
The global live captioning and subtitle market is AIM's currently serviceable available market (SAM). This presents an opportunity of \$1.8b in 2023 at a 6.7% CAGR

FY25 growth priorities

Encoders everywhere

- Targeting new territories
- Expansion into new industries
- Grow channel partnerships
- Improving scalability & resilience of the network
- Leverage new LEXI Toolkit releases to broaden market appeal

Grow iCap Network

- Increase encoder penetration to grow iCap user base
- Grow iCap outside of US with 3rd parties

LEXI Toolkit Growth

New AI-driven media solutions driven by Broadcast customers' priorities:

- LEXI DR, LEXI Recorded – launched H2FY24
- LEXI Audio Description (LEXI AD) – launching Sept 2024
- LEXI Live Voice Dubbing – launching Sept 2024

Services Transition

- Continue transition of existing human services customers to LEXI
- Win new LEXI customers in established broadcast markets
- Introduce LEXI to enterprise customers in new markets and territories
- Increase *NER analysis to provide quality assurances

Upcoming product launches enable AIM to strengthen leadership position in captioning & launch into broader LSM

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Market expansion priorities by region and segment



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	Broadcast	Government	Enterprise
Americas	<ul style="list-style-type: none"> Target existing customer base to increase LEXI revenue Refresh cycles of old equipment and transition from hardware to IP LEXI Toolkit upsell to LEXI Live customers 	<ul style="list-style-type: none"> Target broadcast divisions within government organizations to sell infrastructure and LEXI Keep growing 'City of' segment Expand AIM Government team 	<ul style="list-style-type: none"> Transition education market to technology Use rental proposition, Falcon and LEXI Viewer to grow live events Growing meeting room accessibility through LEXI Local
EMEA	<ul style="list-style-type: none"> Target strategic wins with key broadcasters in the UK Greenfield opportunities in Eastern Europe where captioning is not present 	<ul style="list-style-type: none"> Leverage relationship with UK Parliament to penetrate untapped European market 	<ul style="list-style-type: none"> Growing meeting room accessibility through LEXI Local Grow multilingual customers through LEXI Translate
APAC	<ul style="list-style-type: none"> Deepen engagement with Australian broadcasters and win key broadcasters in New Zealand Build a trusted network of channel partnerships in Asia 	<ul style="list-style-type: none"> Leverage relationships with NSW and Victoria Parliaments to win more contracts in Australia 	<ul style="list-style-type: none"> Transition education market to technology Use rental proposition, Falcon and LEXI Viewer to grow live events

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Q&A

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Additional information



Profit & loss statement

For the full year ended
30 June 2024

	30-Jun-24 (\$m)	30-Jun-23 (\$m)	Var (\$m)
Revenue	66.2	61.8	4.5
Cost of sales	(23.8)	(24.9)	1.1
Gross Profit	42.5	36.9	5.6
Other income	-	0.5	(0.5)
Operating expenses	(38.4)	(34.0)	(4.3)
EBITDA	4.1	3.3	0.8
Depreciation and amortisation	(4.4)	(4.9)	0.5
EBIT	(0.3)	(1.6)	1.3
Net interest expense	0.0	(0.7)	0.7
Profit/(loss) before tax	(0.3)	(2.3)	2.0
Income tax expense	(1.0)	(1.7)	0.7
Net profit/(loss) after tax	(1.3)	(4.0)	2.7
GP Margin %	64%	60%	-

Note: Totals may not add up precisely due to rounding

Balance sheet

For the full year ended
30 June 2024

	30-Jun-24 (\$m)	30-Jun-23 (\$m)	Var (\$m)
Cash and cash equivalent	10.9	17.0	(6.1)
Trade receivables	10.7	10.5	0.2
Other current assets	5.2	3.5	1.7
Total current assets	26.8	31.0	(4.2)
Property, plant and equipment	4.9	4.5	0.3
Intangibles	56.2	59.3	(3.0)
Other non-current assets	5.3	6.0	(0.7)
Total non-current assets	66.4	69.8	(3.5)
Total assets	93.1	100.8	(7.7)
Trade payables	1.6	0.9	0.6
Borrowings	0.2	0.2	0.0
Other current liabilities ¹	12.3	19.4	(7.1)
Total current liabilities	14.1	20.6	(6.5)
Borrowings	0.3	0.2	0.1
Other non-current liabilities	2.8	3.0	(0.1)
Total non-current liabilities	3.1	3.1	0.0
Total liabilities	17.2	23.7	(6.4)
Net assets	75.9	77.1	(1.2)
Equity	75.9	77.1	(1.2)

Note: Totals may not add up precisely due to rounding

1. \$8.1m final earn-out payment for EEG and ACS acquisition paid in H1 FY24.

Cash flows

For the full year ended
30 June 2024

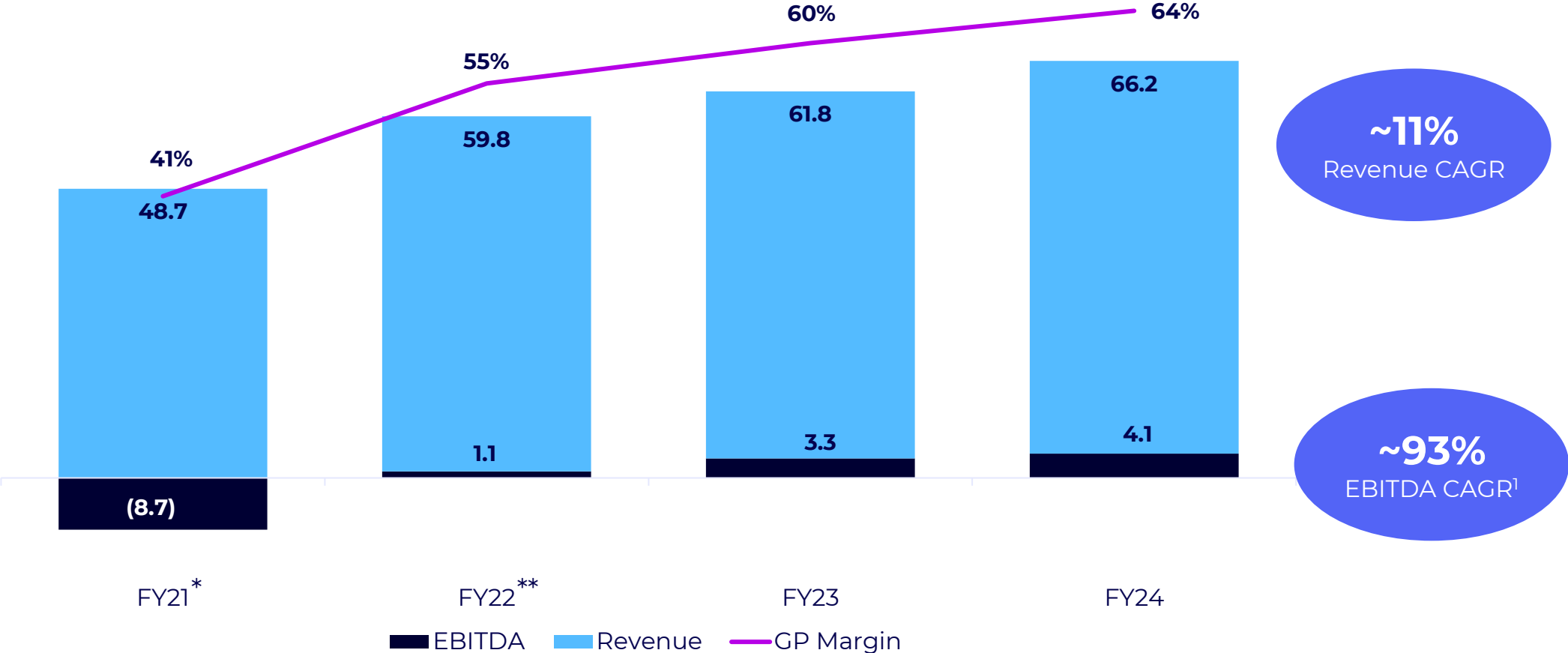
	30-Jun-24 (\$m)	30-Jun-23 (\$m)	Var (\$m)
Receipts from customers (incl. of GST)	73.3	67.0	6.3
Payments to suppliers and employees (incl. of GST)	(69.6)	(63.6)	(5.9)
Interest received	0.2	0.1	0.1
Other revenue	-	(0.5)	-
Interest and other finance costs paid	(0.2)	(0.4)	0.2
Income taxes paid	(0.2)	-	(0.2)
Net cash from operating activities	3.6	3.5	0.1
Payments for expenses relating to acquisitions	(8.1)	(0.4)	(7.8)
Payments for property, plant and equipment	(0.9)	(0.6)	(0.3)
Payment for intangibles	(0.3)	(0.7)	0.4
Net cash used in investing activities	(9.3)	(1.7)	(7.6)
Repayment of lease liabilities	(0.3)	(0.3)	0.0
Net cash used in financing activities	(0.3)	(0.3)	0.0
Net increase/(decrease) in cash and cash equivalents	(6.0)	1.5	(7.5)

Note: Totals may not add up precisely due to rounding

Successfully leveraging the EEG acquisition in May 2021



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*EEG acquired in May '21 ** First full year contribution of EEG acquisition
 1. EBITDA CAGR taken from FY22 – FY24

Management

Strong and qualified management team to drive product development and commercialisation strategy



TONY ABRAHAMS

Co-Founder and CEO

- Tony co-founded AI-Media in 2003. He served as a Director of Northcott Disability Services (2010-2018).
- Worked to establish the Oxford Internet Institute in 2001, while attending the University of Oxford as a Rhodes Scholar.



DONNA REID

Chief Operating Officer

- Donna joined AI-Media in March 2021 after five years as the Director of Content Service Operations for Foxtel Media.
- Has more than 20 years' experience in Human Resources and Operations.



JAMES WARD

Chief Sales Officer

- James Ward has been with AI-Media since 2013, driving growth in the APAC region from Sydney, then moving to London in 2018 to lead expansion in EMEA.
- Now as Chief Sales Officer, he leads AIM's global growth strategy and execution.



BILL MCLAUGHLIN

Chief Product Officer

- Bill was CTO at EEG and now Chief Product Officer globally at AI-Media.
- Since 2007, Bill has been with EEG architecting the company's leading software solutions including iCap, Falcon, LEXI, and Alta.



JOHN BIRD

Chief Financial Officer

- John previously held the role of CFO and COO of Regeneus, an ASX-listed biotechnology company.
- Previously provided financial and strategic management services to ASX-listed companies.

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Board

Highly skilled and experienced senior leadership team with decades of experience



JOHN MARTIN

Non-Executive Chair
(appointed February 2024)

- John joined the Board in 2010 and served as Chair until 2013, NED until 2024 and has been re-elected as Chair in February 2024.
- Served as CEO and Director of ASX-listed Babcock & Brown Communities, Primelife and Regeneus.



TONY ABRAHAMS

Co-Founder and CEO

- Tony co-founded AI-Media in 2003. He served as a Director of Northcott Disability Services (2010-2018).
- Worked to establish the Oxford Internet Institute in 2001, while attending the University of Oxford as a Rhodes Scholar.



ALISON LOAT

Non-Executive Director

- Alison joined the Board in 2018.
- Managing Director, Sustainable Investing and Innovation at OPTrust, a Canadian public pension plan, with \$23 billion CAD in globally diversified investments.



CHERYL HAYMAN

Non-Executive Director

- Cheryl joined the Board in March 2022.
- Over 15 years board experience in Non-Executive Director roles of ASX-listed companies. Previously held CMO roles at George Weston Foods, Yum Restaurants International & Unilever.



BRENT CUBIS

Non-Executive Director

- Brent joined the Board in July 2024 and is Chairman of the Audit and Risk Committee.
- Highly experienced Director and CFO with over 30 years of board level experience in senior roles including CFO of Cochlear Ltd and Nine Network Australia.

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Environmental Social and Governance initiatives (ESG)



AI-Media's key ESG initiatives focus on continuous improvement

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Environmental

- A significant contributor to AIM's carbon footprint has been flights to its global offices and customers. AIM has reduced the frequency and travels economy or premium economy in all circumstances reducing the total greenhouse gas (GHG) emissions significantly.
- At AIM working from home is encouraged and adopted by in excess of 50% of staff. In turn the number of offices and their size has been progressively reduced saving an estimated 25% on GHG emissions.

Social

- Our core products provide access and inclusion solutions for people who rely on captioning and transcription. AIM's captions are seen by hundreds of millions of people each year.
- Diversity, Equity and Inclusion initiatives are set company wide.

Governance

- **Board Diversity and Board renewal:** AIM's Board of Directors includes members with diverse expertise and backgrounds, ensuring effective oversight and decision-making. Board renewal, to ensure an appropriate skill mix, is always under consideration.
- **Transparency:** At AIM we maintain transparent communication with stakeholders through regular reporting and disclosures.
- **Ethics and Compliance:** AIM adheres to strict ethical standards and complies with all relevant laws and regulations, ensuring integrity in our business practices.

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