

ASX ANNOUNCEMENT

24 March 2023

Investor webinar presentation

Ai-Media Technologies Limited (Ai-Media or Company) (ASX: AIM) is pleased to announce its participation in the ShareCafe Small Cap "Hidden Gems" Webinar, to be held on Friday 24 March 2023 from 12:30pm AEDT/ 9:30am AWST.

Tony Abrahams - Co-Founder, Director and CEO will provide an overview of the Company which is a global provider of technology-driven captioning, transcription and translation services.

This webinar can be viewed live via Zoom and will provide viewers the opportunity to hear from, and engage with, a range of ASX-listed leading micro/mid cap companies.

To access further details of the event and to register at no cost, please copy and paste the following link into your internet browser:

https://us02web.zoom.us/webinar/register/WN_aog2PC6nQfq_a-i0jVRT0g

A recorded copy of the webinar will be made available following the event and a copy of the presentation slides is attached.

Authorised for release by Ai-Media's Company Secretary.

Further Information

Ai-Media Technologies

Lisa Jones
Company Secretary
investorrelations@ai-media.tv

NWR Communications

Maude Lacasse
Investor Relations
maude@nwrcommunications.com.au

About Ai-Media

Founded in Australia in 2003, technology company Ai-Media has become a global leader in the provision of high-quality live and recorded captioning, transcription and translation services. Its technology platform combines artificial intelligence and human expertise to deliver speech-to-text accuracy in three price points: automated (Lexi), semi-automated (Smart Lexi), and premium (Ai-Live). The company is the biggest captioning provider in the Australian market, with clients including major free-to-air and pay television networks, and has a growing international footprint, with offices in Australia, the US, UK and Canada. Globally, Ai-Media technology delivers 7 million minutes of live and recorded media content, and online events and web streams every month. Ai-Media (ASX: AIM) commenced trading on the ASX on 15 September 2020. For more information on Ai-Media please visit <https://www.ai-media.tv/>

SHARECAFE PRESENTATION

24 March 2023

Ai-Media Technologies Limited (ASX: AIM)

ABOUT AI-MEDIA

Ai-Media is well positioned to benefit from the fast-emerging improvements in AI

Ai-Media is deploying the latest AI to make quality automatic live captioning and translation a reality with its global scalable and secure iCap cloud platform



Tony Abrahams

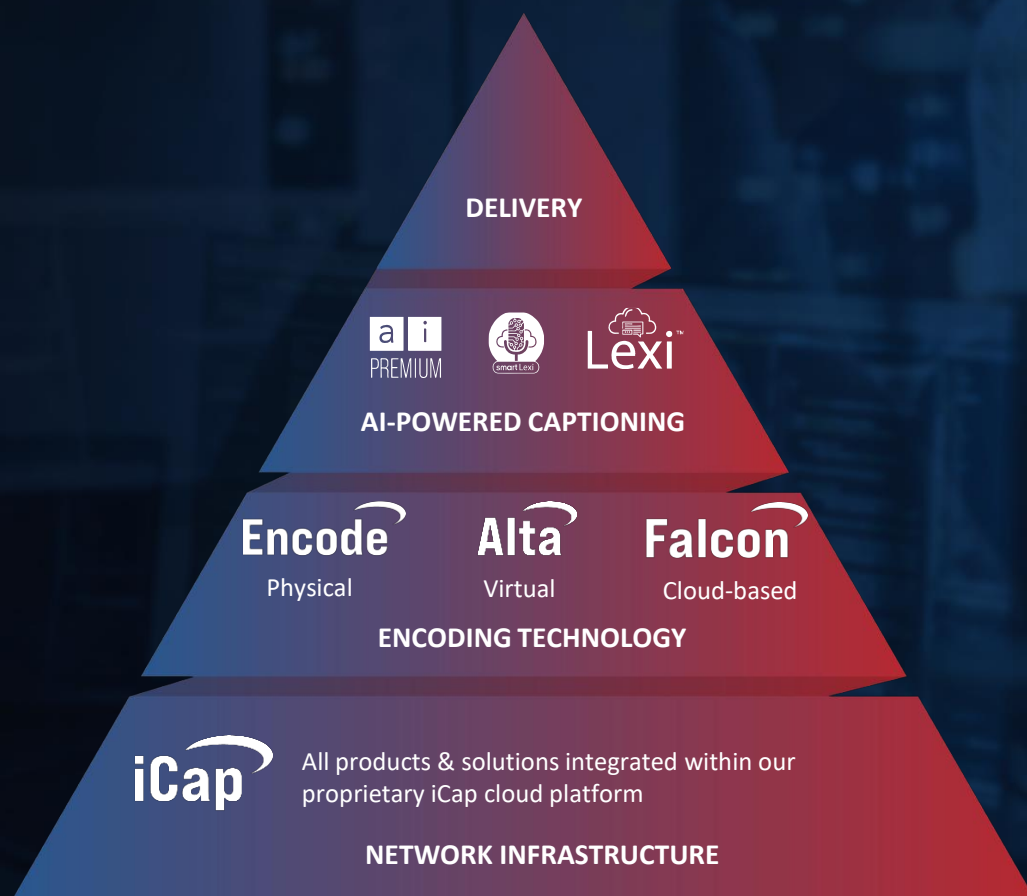
Chief Executive Officer



John Bird

Chief Financial Officer

TURNKEY SOLUTIONS POWERED BY AI-DRIVEN ENCODERS AND THE iCAP CLOUD PLATFORM



- Captions are delivered to any screen, on any platform, in any language

Ai Premium

- Human
- 99.9% accuracy
- Services margin

Smart Lexi

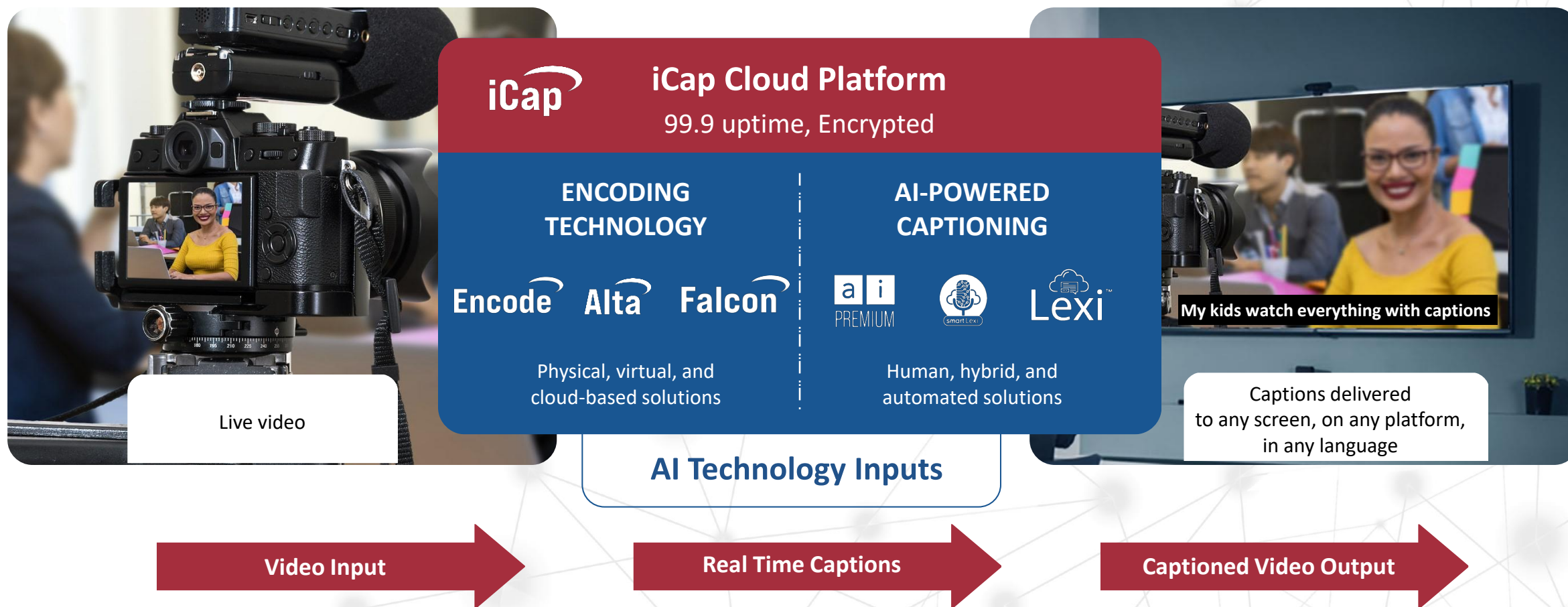
- Hybrid
- Human custom dictionaries
- 98.5% accuracy
- SaaS margin

Lexi

- Automated
- Algorithm custom dictionaries
- 98.0% accuracy
- SaaS margin

- Ai-Media iCap Encoders and iCap Cloud are needed to get the most out of ASR

MONETISING BOTH INFRASTRUCTURE AND SOLUTIONS



H1 FY23

HIGHLIGHTS

H1 FY23 HIGHLIGHTS

\$29.7M

Total Revenue

+\$0.1m on
\$29.6m in H1 FY22

+105%

LEXI¹ Minutes

15.9m minutes, up from
7.7m minutes in H1 FY22

38%

Technology Sales² Portion
of Total Revenue

Up from 28% in
H1 FY22

\$14.6M

Cash Balance

\$0.6m operating cashflow

+13%

Gross Profit

\$17.7m compared to
\$15.7m in H1 FY22

+120%

LEXI Revenue

Growing customer value

60%

Gross Margin

Up from 53% in
H1 FY22

+\$1.4M

EBITDA

+\$1.4m compared to
breakeven in H1 FY22

1. Includes the whole LEXI product suite

2. Includes sales from Devices and SaaS & Support

KEY GLOBAL SALES WINS

Well positioned as the leading captioning, transcription & translation solutions provider with a sticky and growing customer base, solving a broad spectrum of customer needs

| | | | |
|--|---|---|--|
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
|  |  |  |  |
| | |   |  |
| Existing iCap Customers transitioned to LEXI | New Premium Services Customers | New iCap Customers using LEXI | New Key Partnerships |

Key regions:

APAC

NA

RoW

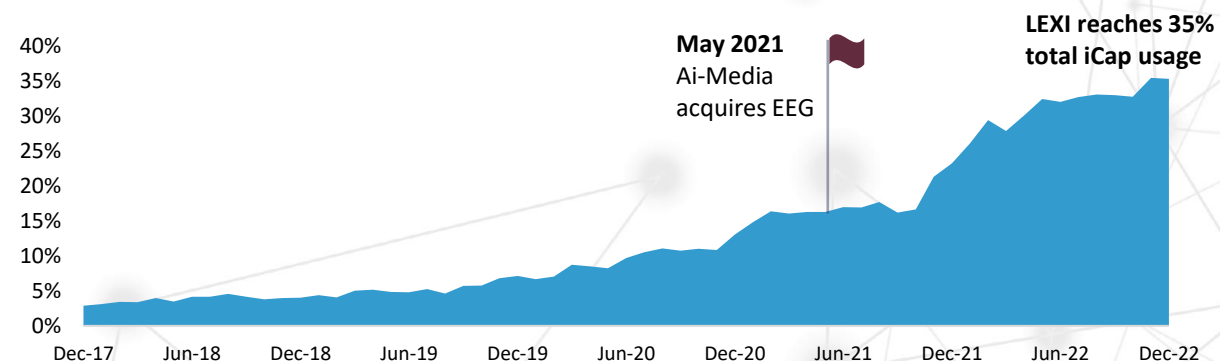
*Renewal

iCAP GROWTH = LEXI GROWTH

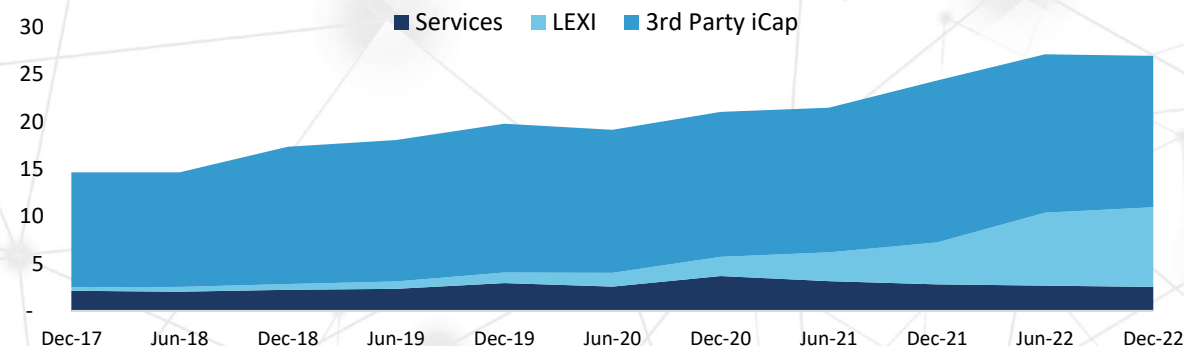
The global growth in iCap cloud platform minutes drives even faster growth in LEXI minutes

- LEXI now used on >35% of total iCap cloud platform minutes volume
- iCap cloud platform minutes volume grew by 15% on the prior comparative period (pcp) of H1 FY22
- LEXI minutes volume grew by 105% on the pcp
- LEXI revenue grew by 120% on the pcp
- The transition to SaaS revenue is accelerating and the iCap cloud platform is growing
- LEXI volume growth 7x the growth in iCap cloud platform, offsetting reductions in legacy service business

LEXI minutes as % of iCap cloud platform



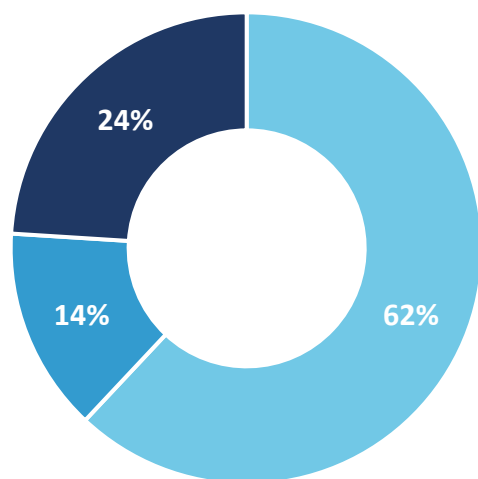
iCap cloud platform growth (minutes in millions per quarter)



SAAS GROWTH CONTINUES

H1 FY23 Revenue Mix Technology sales = 38% of total

■ Services ■ Devices ■ SaaS & Support

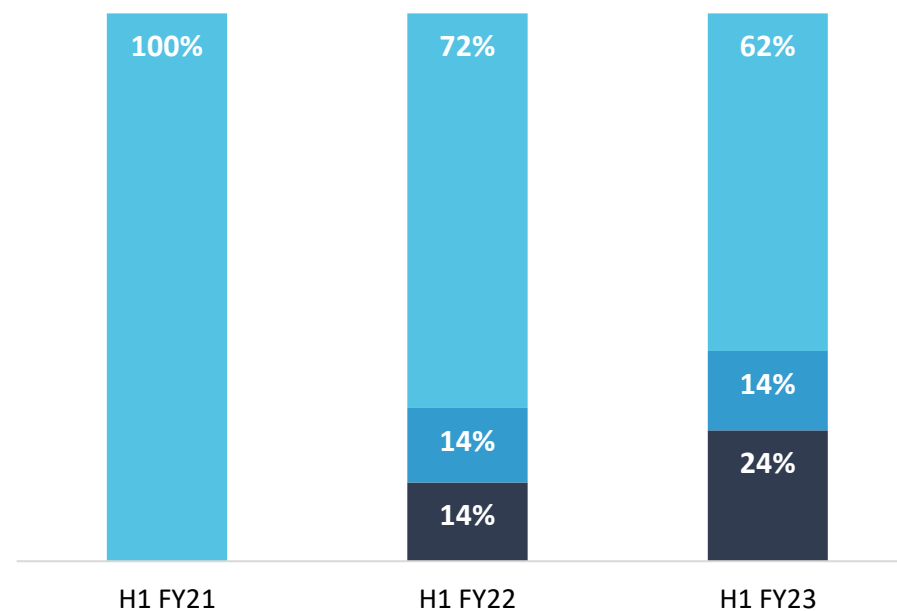


H1 FY23 Gross margins:

- Services >40%
- Technology sales (Devices and SaaS & Support) >80%

Higher margin technology sales products continue to grow

■ SaaS & Support ■ Devices ■ Services



MACROECONOMIC CONDITIONS FAVOUR A VALUE-DRIVEN APPROACH

As macro conditions put pressure on customer budgets, Ai-Media's leading AI technology products offer customers solutions that satisfy regulatory and commercial needs at a better price point and scale than legacy human captioning solutions

Using AI to drastically lower mandated costs for customers

Lexi



Enabling customers to get more out of their data

Lexi & SubSilo



Technology that delivers compliance, quality and reduce cost

Smart Lexi, Premium & Encoders



Lexi & iCap
volume growth

Continued uplift
in gross margin

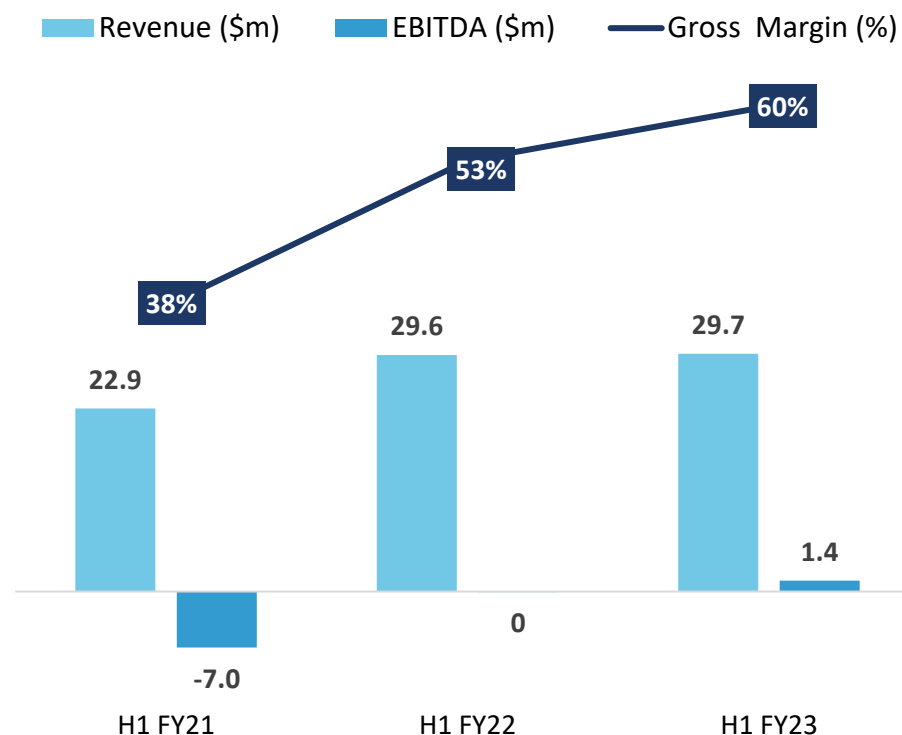
Overall growth of
SaaS business

Increased penetration
of Devices

GROSS MARGIN AND EBITDA SOAR AS PART OF STRATEGIC TRANSFORMATION

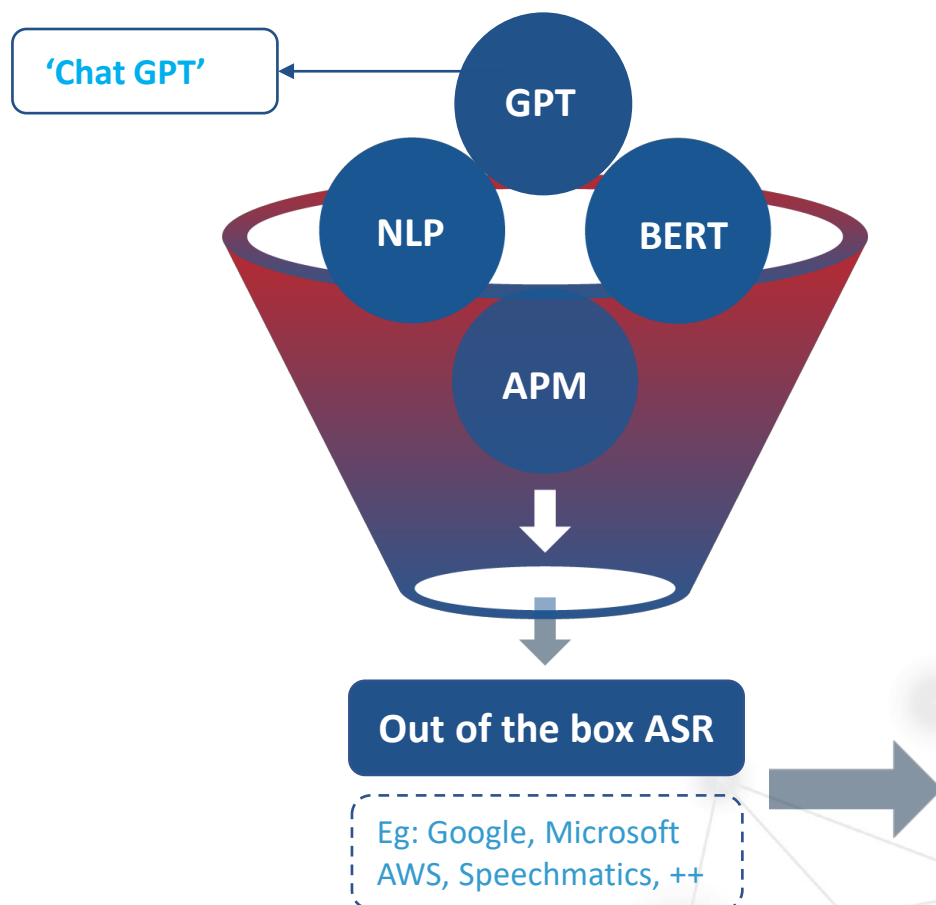
Comments

- H1 FY23 revenue flat on the pcg
 - Flat revenue is a mix of growth in technology sales and a decline in services revenue
 - Strong EBITDA of **\$1.4 million in H1 FY23**, driven by increased gross margin
- Gross margin **increased to 60%** in H1 FY23, up from 53% in H1 FY22, and 38% in H1 FY21
 - **38% of revenue is now technology sales**
 - **Improvement in profitability** of existing legacy services business



STRATEGIC OUTLOOK

AI ADVANCES CONTINUE TO IMPROVE LEXI AND ICAP VALUE



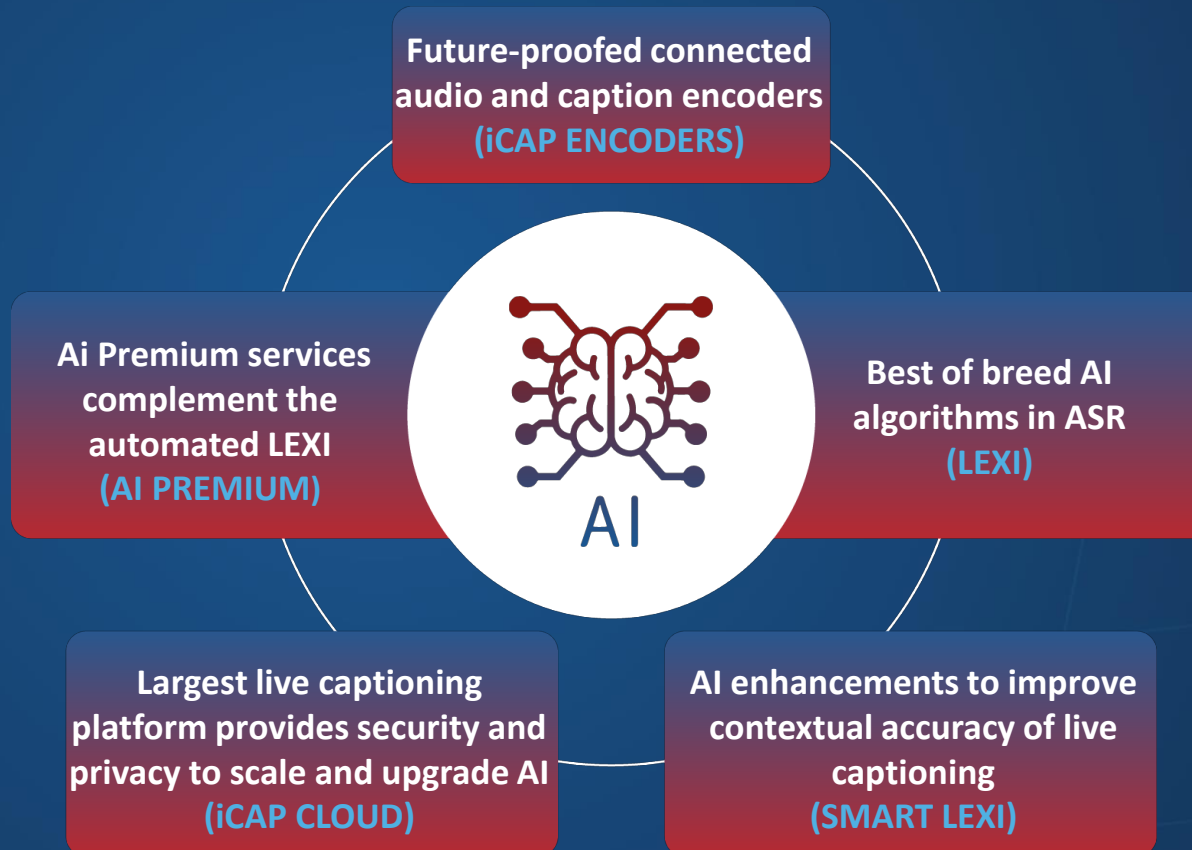
- GPT = Generative Pre-trained Transformativ
- BERT = Bidirectional Encoder Representation from Transformers
- NLP = Natural Language Processing
- APM = Acoustic and Pronunciation Modelling

iCap**iCap Cloud Platform**

99.9 uptime, Encrypted

**AGNOSTIC AI-COMPATIBLE
ENCODING TECHNOLOGY****Encode****Alta****Falcon****AI-POWERED
CAPTIONS****Lexi**

AI-MEDIA'S COMPETITIVE MOAT IS STRENGTHENED BY ADVANCES IN AI



- Ai-Media's competitive moat begins with iCap Encoders which enable the captioning turnkey solution
- Devices connected to iCap cloud platform for security, reliability and future-proofing
- Improvements in GPT and related AI models powering ever better accuracy of LEXI
- Additional proprietary AI layer added with Smart Lexi
- AI Premium (live curated by humans) available for specific use cases

NONLINEAR IMPROVEMENTS IN AI WILL POWER FUTURE GROWTH

AI-MEDIA IS WELL POSITIONED TO BENEFIT FROM THE FAST-EMERGING IMPROVEMENTS IN AI

- Ai-Media's product suite benefits directly from global improvements in AI at all stages of the workflow
- Our AI enhancements; data scraping, topic modelling and vocabulary learning system continue to complement LEXI as best in class AI-driven captions
- Opportunity to acquire new technologies and/or companies that add further value to existing product suite

AI INFLECTION ENABLES AI-MEDIA TO IDENTIFY NEW INDEX CUSTOMERS AND DIVERSIFY BASE

- Able to diversify index customers based on AI, lowering cost and barrier to entry
- Growing customer awareness and familiarity of the transformational power of AI to transcribe live speech and the continuing benefits of access to that transcript which will help drive search and discoverability
- AI advances continue to reduce cost of automation which removes cost justifications for in action

KEY TAKEAWAYS

SaaS transformation continuing

- Flat revenue growth continued in H1 as legacy customers increased adoption of cheaper SaaS products
- Improving margins
- Improving EBITDA

Multi-year growth strategy

- AI's moment has pierced the public consciousness and is opening minds of our target customers as to what is possible
- Further AI investments and customer awareness drive improved product quality and further uptake

Continue building momentum in live sports

- Recent customer wins such as MLB, MLS, NCAA, CBS Sports has shown strong product market fit in sports broadcast market
- Headroom to grow this opportunity further

Strong cash position to execute growth strategy

- Positive operating cash flow to continue

iCap cloud platform growth increases LEXI minutes

- LEXI can only be provided across the iCap cloud platform
- LEXI is the only automated live service delivered across iCap due to its superior security and flexibility

Business model powered by competitive advantage

- Best LEXI delivered across the most flexible and secure private network (iCap) powered by great devices
- Premium captioning and transcription completes the offering

DISCLAIMER

This presentation (**Presentation**) contains summary information about Ai-Media Technologies Limited and its subsidiaries (the **Company** or **Ai-Media**) based on information as at 27 February 2023. By attending an investor presentation or briefing, or accepting, accessing or reviewing this Presentation, you acknowledge and agree to the terms set out below.

Summary information: This Presentation has been prepared for information purposes only and is a summary only. It should be read in conjunction with Ai-Media's most recent financial report and other periodic and continuous disclosure information lodged with the Australian Securities Exchange (**ASX**), which is available at www.asx.com.au. Reliance should not be placed on information or opinions contained in this Presentation and, subject only to any legal obligation to do so, the Company does not have any obligation to correct or update the content of this Presentation.

Not financial product advice: This Presentation does not, and does not purport to, contain all information necessary to make an investment decision, is not intended as investment or financial advice (nor tax, accounting or legal advice) and must not be relied upon as such. This Presentation does not take into account the investment objectives, financial situation or needs of any particular investor. Investors are encouraged to seek independent professional advice when deciding if an investment in the Company is appropriate. The Company is not licensed to provide financial product advice in respect of its own securities. This Presentation is not a prospectus, product disclosure statement or other offering document under Australian law (or any other law). It is not, and does not constitute, an invitation or offer of securities for subscription, purchase or sale in any jurisdiction.

Investment risk and past performance: An investment in Ai-Media shares is subject to known and unknown risks, some of which are beyond the control of the Company and its directors. The Company does not guarantee any particular rate of return or the performance of Ai-Media. Past performance is not, and should not be relied on as being, indicative of future performance.

Future performance and forward-looking statements: This Presentation includes forward looking statements, which can generally be identified by the use of words such as "may", "will", "expect", "intend", "plan", "estimate", "anticipate", "outlook", "forecast" and "guidance", or other similar words. They may include, without limitation, statements regarding plans, strategies and objectives and anticipated business developments. Forward-looking statements inherently involve known and unknown risks, uncertainties and other factors that may cause Ai-Media's actual results, performance and achievements to differ materially from statements in this Presentation. Forward-looking statements are based on the Company's good faith assumptions as to the financial, market,

regulatory and other relevant environments that will exist and affect Ai-Media's business and operations in the future. The Company does not give any assurance that the assumptions will prove to be correct. There may be other factors that could cause actual results or events not to be as anticipated, and may events are beyond the reasonable control of the Company. Readers are cautioned not to place undue reliance on forward-looking statements, **particularly in the current economic climate and given the significant volatility, uncertainty and disruption caused by the COVID-19 pandemic**. Forward-looking statements in this Presentation are only made as at the date of this Presentation and the Company does not undertake any obligation to publicly update or revise any of the forward-looking statements or to advise of any change in assumptions on which any such statement is based.

Industry data and third party information: Industry data and third party information used in this Presentation may have been obtained from research, surveys, reports or studies conducted by third parties, including industry or general publications. Neither Ai-Media nor its representatives have independently verified any such market or industry data.

Financial information: This Presentation contains historical financial information based on the Company's results for the 6 month period ending 31 December 2022 and prior comparative periods. All financial information disclosed in this Presentation is presented in Australian dollars unless otherwise noted. Any discrepancies between totals and sums of components in tables and figures contained in this Presentation are due to rounding.

Disclaimer: To the maximum extent permitted by law, Ai-Media and its officers, directors, employees, agents and advisers: (1) disclaim all responsibility and liability (including, without limitation, any liability arising from fault, negligence or negligent misstatement) for any loss arising from this Presentation or reliance on anything contained in or omitted from it or otherwise arising in connection with this Presentation; (2) disclaim any obligation or undertaking to release any update or revision to the information in this Presentation to reflect any change in expectations or assumptions; and (3) do not make any representation or warranty, express or implied, as to the accuracy, reliability, completeness of the information in this Presentation or that this Presentation contains all material information about Ai-Media or that a prospectus investor or purchaser may require in evaluating a possible investment in Ai-Media or acquisition of shares, or the likelihood of fulfilment of any forward-looking statement.

THANK YOU

Further Information

Ai-Media Technologies
Lisa Jones
Company Secretary
investorrelations@ai-media.tv

NWR Communications
Maude Lacasse
Investor Relations
maude@nwrcommunications.com.au