

## AI Technology Suite Drives Growth

**Sydney, Australia, 28 August 2025:** AI-Media Technologies Limited ('**AI-Media**' or the '**Company**') (**ASX: AIM**), a global provider of AI-driven captioning, transcription and translation services, is pleased to present its financial results for the financial year ending 30 June 2025.

### Highlights

- **Technology revenue grew by 19% to \$41.1M, now representing 63% of total revenue (H1 \$17.5M; H2 \$23.6M)**
- **Annual Recurring Revenue (ARR) of \$17.0M, with technology gross margin of 86%**
- **ARR growth guidance of ~35% to ~\$23.0M in FY26**
- **Total Revenue of \$64.9M, down 2% on the previous corresponding period (pcp), reflecting a deliberate 25% reduction in low-margin legacy Services revenue**
- **Gross profit of \$45.1M, an increase of 6% on the pcp with total gross margin improving to 69% from 64% in FY24**
- **An 11% increase in underlying EBITDA on the pcp to \$4.6M, includes \$3.5M of LEXI Voice and LEXI AI R&D expensed pre-revenue (not capitalised)**
- **Growth in operating cash flow of 48% on the pcp to \$5.3M, with deferred revenue increasing by 144% from \$4.3M to \$10.5M highlighting the strength and sustainability of our LEXI Suite**
- **Cash balance of \$14.7M as at 30 June 2025**

### AI-Media Co-Founder and CEO Tony Abrahams said:

"FY25 was the year AIM became a technology-led business with technology products that began at zero at IPO in 2020 now accounting for 63% of revenue, at an 86% gross margin and delivering \$17M in annual recurring revenue.

"Underlying EBITDA of \$4.6M in FY25 includes \$3.5M of LEXI Voice and LEXI AI R&D expensed pre-revenue (not capitalised).

“The AIM Board endorsed a 60% increase in FY26 LEXI product funding to accelerate commercialisation of LEXI Voice and launch LEXI AI in 2026. AIM’s newly formed Product & Technology Committee is co-chaired by experienced US product and Go-To-Market leaders, AIM’s Non-Executive Directors Otto Berkes and Brad Bender.

“We are pleased with our trajectory towards meeting our FY29 Revenue Growth target of \$150M. We grew EMEA Encoder sales to 315 units vs 55 units in FY24, added 23 new countries to increase our geographical footprint to a total of 36 countries.”

“Our two key product growth KPIs were met with the launch of LEXI Voice in April 2025 and ongoing development of LEXI AI which is scheduled to launch in 2026.”

### **Financial and operating performance**

In FY25, the Company became a technology-led business with technology revenue accounting for 63% of revenue. AI-Media’s total revenue declined 2% to \$64.9M, driven by a deliberate reduction in low-margin legacy Services revenue of 25% to \$23.7M, while Technology revenue grew 19% to reach \$41.1M. More importantly, gross profit grew 6% to \$45.1M with total gross margin improving from 64% to 69%.

These improvements in gross margins were driven by the Company’s continued transition to a technology-led model, with the major structural aspect of its transition now completed. AI-Media remains on track to reach 80% Technology revenue share in December 2025.

During the financial year, recognised LEXI revenue grew 9% to \$24.0M, including \$17.0M in ARR at 86% gross margin, highlighting the strength of the Company’s scalable platform. Revenue from encoder hardware significantly increased 34% to \$17.1M, with 1,143 encoders sold compared to 843 units in FY24.

FY25 performance was driven by the growing demand for AI-Media’s flagship LEXI solutions and encoder hardware, underpinned by increasing customer adoption, product innovation, and geographic expansion, specifically with the addition of 23 new countries, of which 17 were in Europe.

LEXI usage grew to 79.2 million minutes, a significant increase of 49% from 53.3 million minutes in FY24. Between FY21 and FY25, the usage of LEXI products grew at a CAGR of 69%. iCap network usage grew to 135 million minutes, an increase of 16% from 116.8 million minutes in FY24.

The Company continued scaling its SaaS business in the US Broadcast sector and expanded into the Government market in the US and Canada.

In APAC, AI-Media accelerated its transition away from legacy services to a tech-first, SaaS-driven model.

In line with our strategy FY25 technology growth was centred around EMEA Broadcast with a 425% increase in technology revenue from \$0.8M in FY24 to \$4.2M in FY25.

Underlying EBITDA for FY25 was \$4.6M, with restructuring costs of \$1.3M incurred relating to the cost out program of \$5M in Q4 FY25.

Operating cash flow grew 48% to \$5.3M, highlighting the strength and sustainability of the Company's SaaS transition.

The year closed with cash of \$14.7M as at 30 June 2025, with forward sales not yet recognised increasing by 144% on the pcip from \$4.3M to \$10.5M as deferred revenue. FY25 cash is up \$3.8M extending a consistent 3-yr operating cashflow track record.

## Product highlights

In FY25, AI-Media launched cutting-edge products within its LEXI Suite, notably LEXI Voice, an AI-powered live voice translation solution, now delivering broadcast-target latency on live paths of under 8 seconds.

The Company also accelerated R&D development of LEXI AI, its confidential and private Generative AI solution integrating real-time LEXI outputs in secure, high-trust environments. It is anticipated that LEXI AI will provide a powerful engine for future growth and value for our customers.

These innovations represent a new era for AI-Media, uniting captioning, voice translation, and secure AI to redefine global communications. The Company anticipates meaningful revenues from LEXI Voice in 2026 and LEXI AI in 2027.

## FY26 outlook

Entering FY26, AI-Media's strategic expansion revolves around three pillars:

1. **Product Expansion:** Increasing product penetration within existing customers, particularly monetizing new offerings such as LEXI Voice and LEXI AI.
2. **Geographic Penetration:** Building on FY25 diversification momentum to replicate our North American achievements in Europe and Asia, supported by emerging regulatory drivers and market demand.
3. **Segment Differentiation:** Strengthening our position in Enterprise, Education, and Government sectors, building upon early successes within parliamentary and congressional institutions, specifically with the US and Canada.

## Webinar details

Event: AI-Media Technologies FY25 Results Webinar

Presenters: Tony Abrahams (CEO & Co-Founder) and Jason Singh (CFO)

Date / time: 11:00am (AEST), Thursday, 28 August 2025

Registration link: [https://us02web.zoom.us/webinar/register/WN\\_6mTAMpSbSIW3SgXHuDjzCg](https://us02web.zoom.us/webinar/register/WN_6mTAMpSbSIW3SgXHuDjzCg)

Investors will be able to use the Q&A function on Zoom during the webinar, or can submit their questions ahead of the webinar to [melanie@nwrcommunications.com.au](mailto:melanie@nwrcommunications.com.au)

A replay will be available on the [AIM Investor Centre](#).

***This announcement has been approved for release by the Company Secretary.***

### **Further Information**

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### **About AI-Media**

AI-Media (ASX: AIM) is a global leader in AI-powered voice translation, captioning, and language orchestration. The LEXI Suite and global encoder network deliver real-time multilingual intelligence—trusted worldwide to modernize workflows, enhance communication, and scale the shift from text to spoken AI.

For more information visit the [AI-Media website](#).