



FY25 Results

28 August 2025

AI-Media Technologies (ASX: AIM)
AI-Powered Language Solutions –
Live and Recorded



Visit AIM
Investor Centre

“

AIM's unique AI infrastructure delivers technology transformation

“FY25 was the year AIM became a technology-led business – with technology products now **63% of revenue** (from 0 five years ago).

With the April 2025 launch of LEXI Voice and the forthcoming LEXI AI suite, we are moving from transformation to acceleration.

We are scaling LEXI adoption, expanding into new markets and territories, as we target **\$150M revenue** and **\$60M in EBITDA** by FY29.”

Tony Abrahams, Co-Founder, CEO

”



**Tony
Abrahams**

**Co-founder, CEO &
Shareholder (18%)**



**Jason
Singh**

Chief Financial Officer

“

We achieved two key **FY29 Revenue Growth KPIs** in FY25:

- **EMEA Encoder sales** grew from 55 units in FY24 to 315 units in FY25, a significant increase of 260 units (+472%)
- This accelerated our **global expansion strategy** with the addition of **23 new countries** to increase our geographical footprint to a total of 36 countries

We also achieved two key **FY29 Product Growth KPIs** through the year:

- Launched **LEXI Voice** in April 2025
- Ongoing development of **LEXI AI**

Tony Abrahams, Co-Founder, CEO

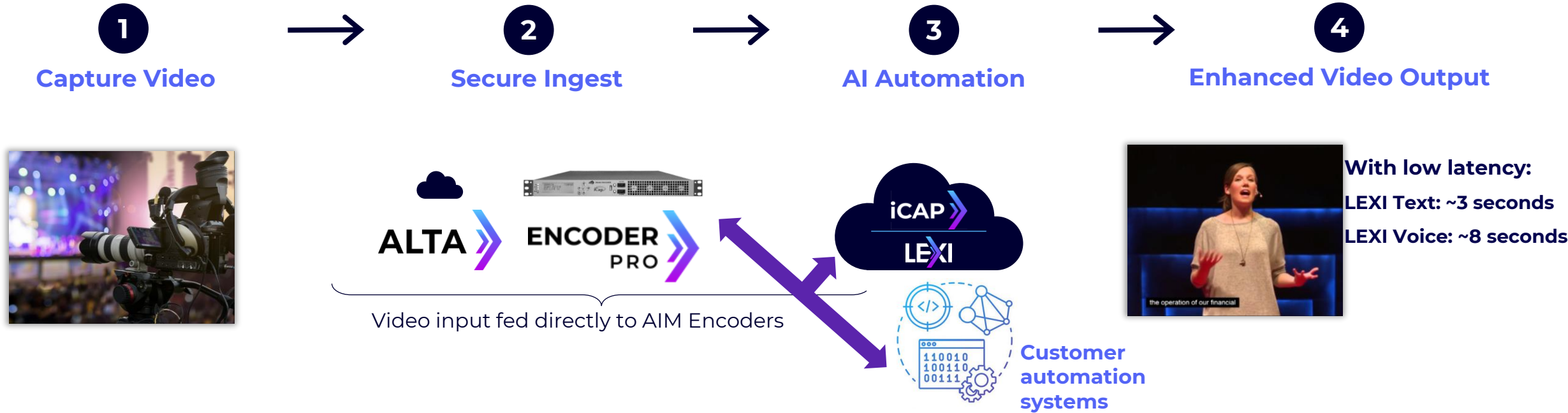
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AIM Board: November 2024



What we do: Infrastructure adds AI elements to Live Video...

AIM is the leader in complex workflow orchestration and automation to deliver AI solutions in text and voice translation



Step 1 – Capture
Video input fed directly to AIM Encoders

Step 2 – Ingest
Encoders securely receive all source data from approved customer systems

Step 3 – LEXI Automation
iCap, iCap Cloud, and LEXI orchestrate media with AI for optimal output

Step 4 – Enhance
LEXI adds **AI captions, translation, and Voice** to final video

AIM's unique infrastructure adds AI elements to live video

- For enterprise-grade customers
- All through AIM Encoders & iCap Network



Image: AIM's LEXI Voice Encoder

“

The AIM Board endorsed FY26 LEXI product funding +60% to accelerate commercialisation of LEXI Voice and launch LEXI AI in April 2026 via **Product & Technology Committee** co-chaired by experienced US product and GTM leaders, AIM Directors **Otto Berkes** and **Brad Bender**

FY25 Cash increased by **\$3.8M** to **\$14.7M** with no debt

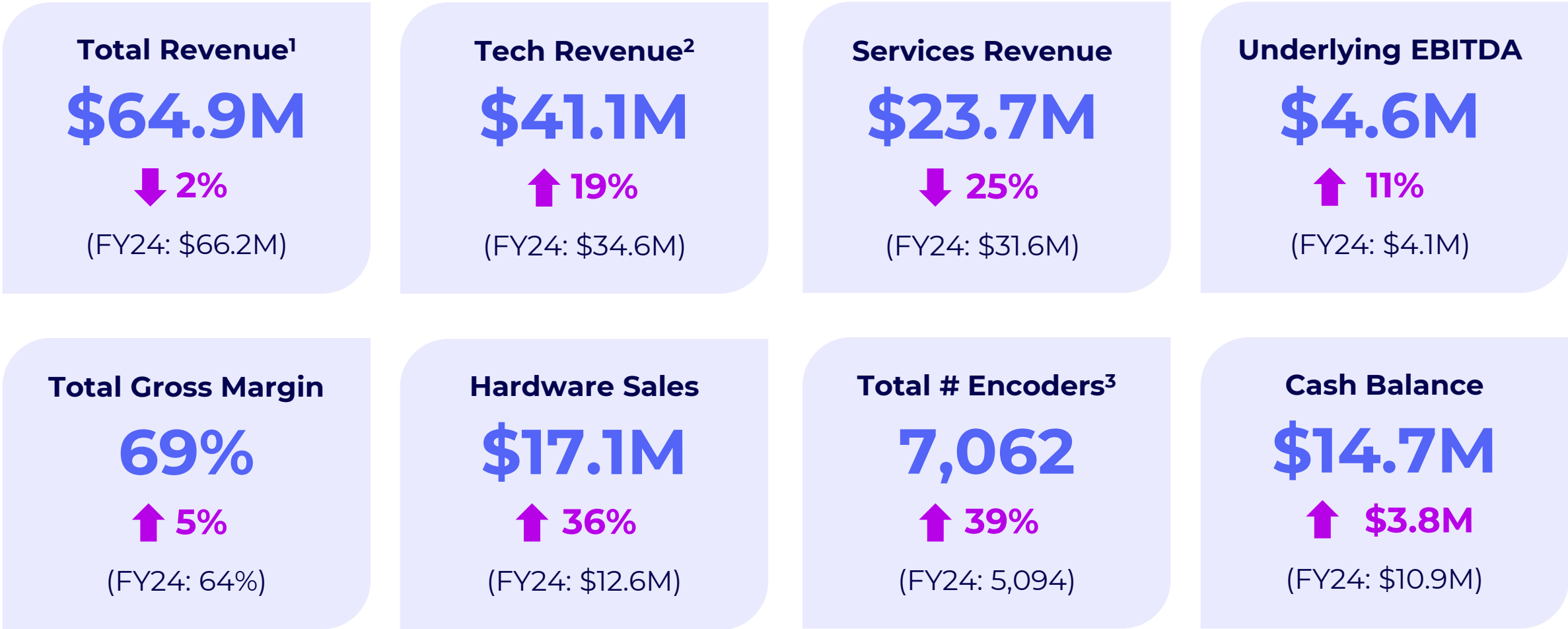
Deferred revenue is **\$10.5M** comprising **\$8.9M*** in **FY26** and **\$1.7M*** in **FY27+**

FY25 EBITDA \$4.6M is understated by **\$3.5M R&D LEXI Voice | LEXI AI** (all R&D expensed- pre-revenue and commercially viable)

Tony Abrahams, Co-Founder, CEO

”

FY25 Financial performance



1. FY25 and FY24 revenue from ordinary activities, excluding interest and other income
2. Including revenue from Hardware, Software as a Service (SaaS) & Support
3. Represents active encoders. 1,143 encoders were sold in FY25 compared to 843 units in FY24 and 800 inactive encoders were activated in FY25.

AI-Media's B2B customers and markets at a glance

World leading brands choose AIM to add AI elements of TEXT, VOICE and LLM-AI via AIM Encoder network (LEXI over iCap)

KEY SOLUTIONS

Encoders

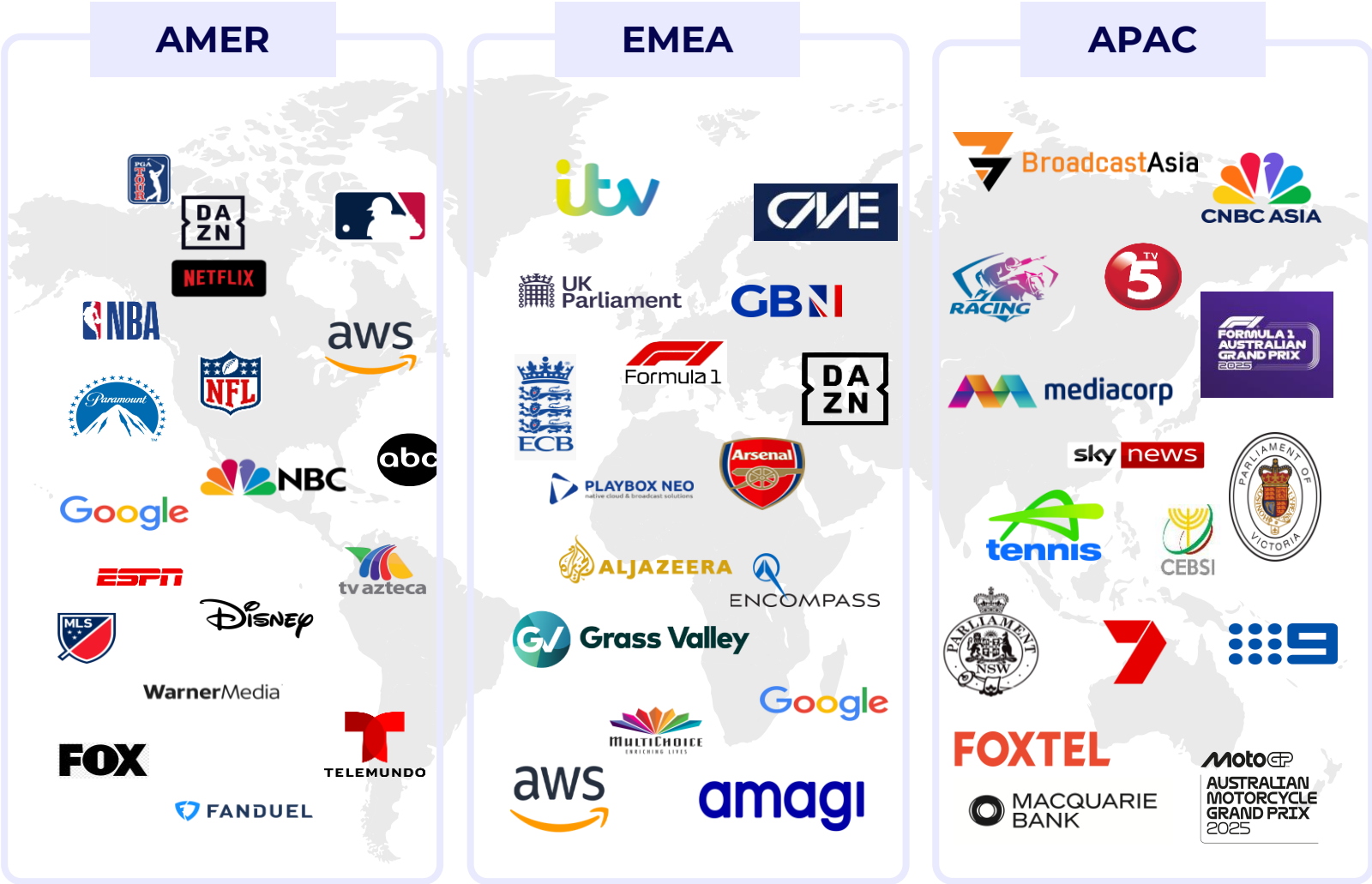
ENCODER PROALTA

iCap Network

iCAP

LEXI SaaS

LEXI TEXTLEXI VOICELXI AI



CORE SEGMENTS

Broadcast

75% of FY25 revenue

Government

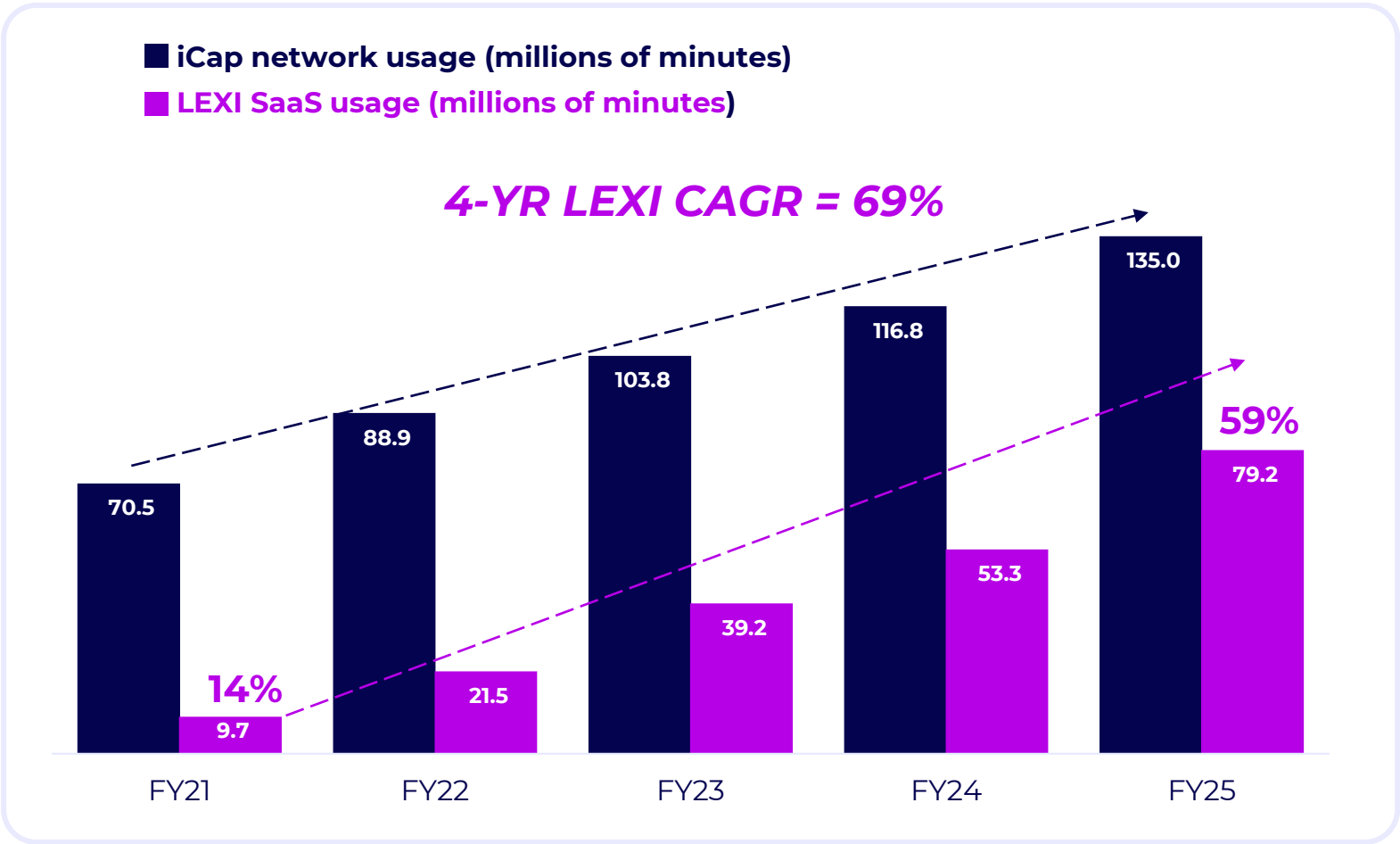
5% of FY25 revenue

Enterprise

20% of FY25 revenue

LEXI SaaS drives majority of iCap network usage in FY25

Supported by growth in AIM's LEXI SaaS product suite from new and existing clients

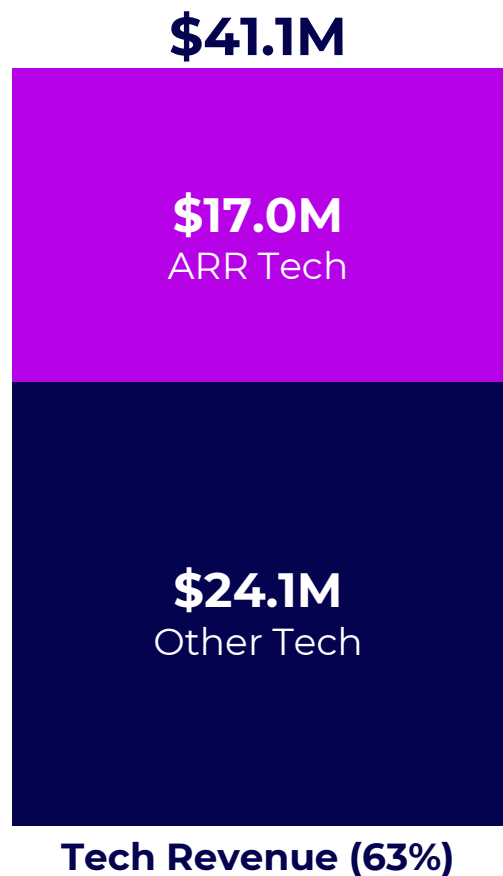


- LEXI Share of iCap network grows with AI improvements:
14% (FY21) → 59% (FY25)
- iCap network (human + tech) 4-yr CAGR: **+18%**
- LEXI usage (tech) 4-yr CAGR: **+69%**
- FY25: strong growth in network and LEXI's share

Annual Recurring Revenue (ARR) FY26 forecast +35%



FY25 Total Revenue \$64.9M



\$17.0M

FY25 ARR

86%

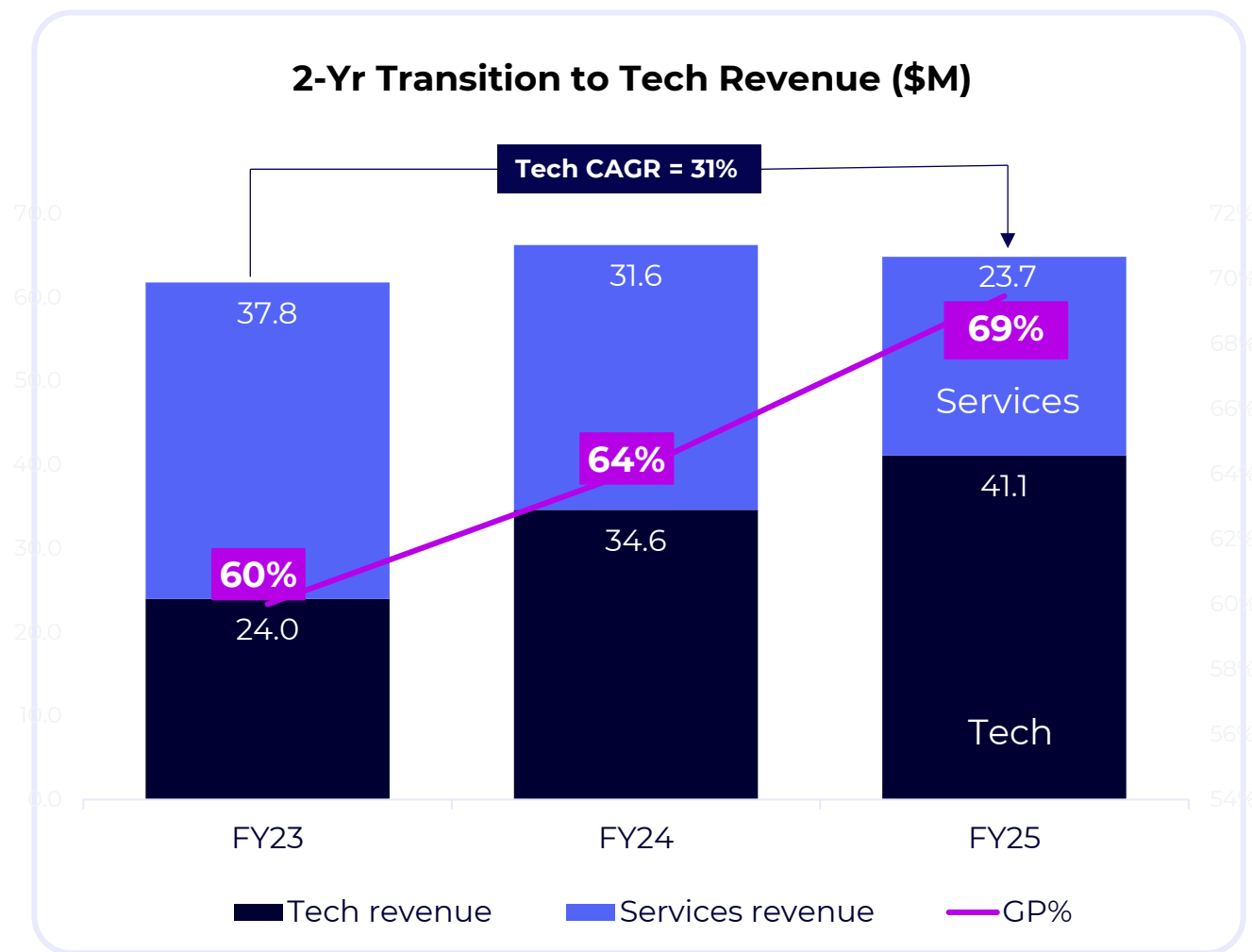
ARR Gross Margin

+35%

**FY26 Forecast ARR
=\$23.0M**

Tech revenue mix 63%, driving GM up to 69%

Underpinned by an increased portion of revenue derived from Tech at 86% gross margin



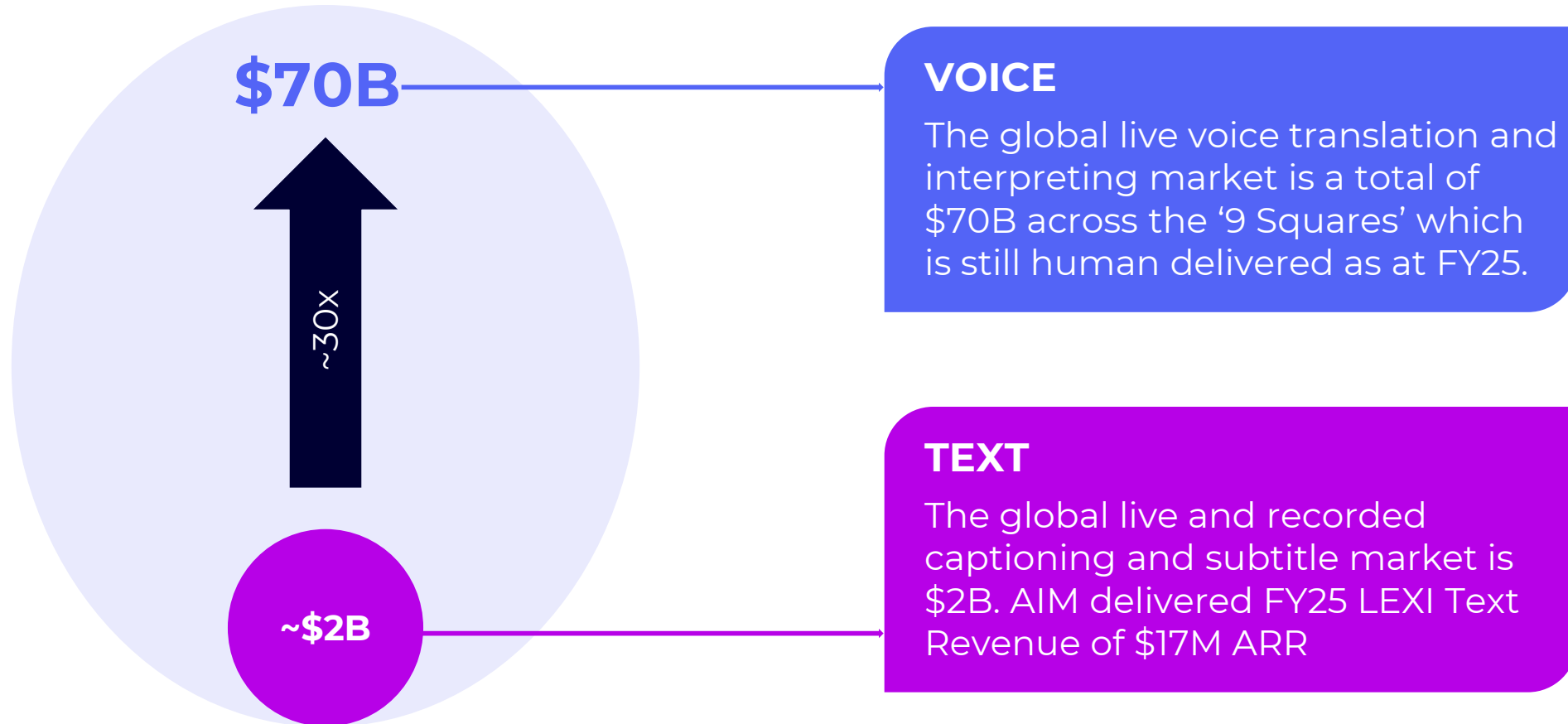
- Legacy Services Revenue decline accelerated (**-16%** FY24 → **-25%** FY25)
- Services on track for **<20%** of Total Revenue by Dec 2025
- Tech Revenue **+19%** YoY; LEXI billings **+40%**, boosting SaaS revenue and future revenue visibility
- **86%** Gross Margin from Tech, lifting blended FY25 GM to **69%**

Total Addressable Market (TAM) grows with LEXI Voice



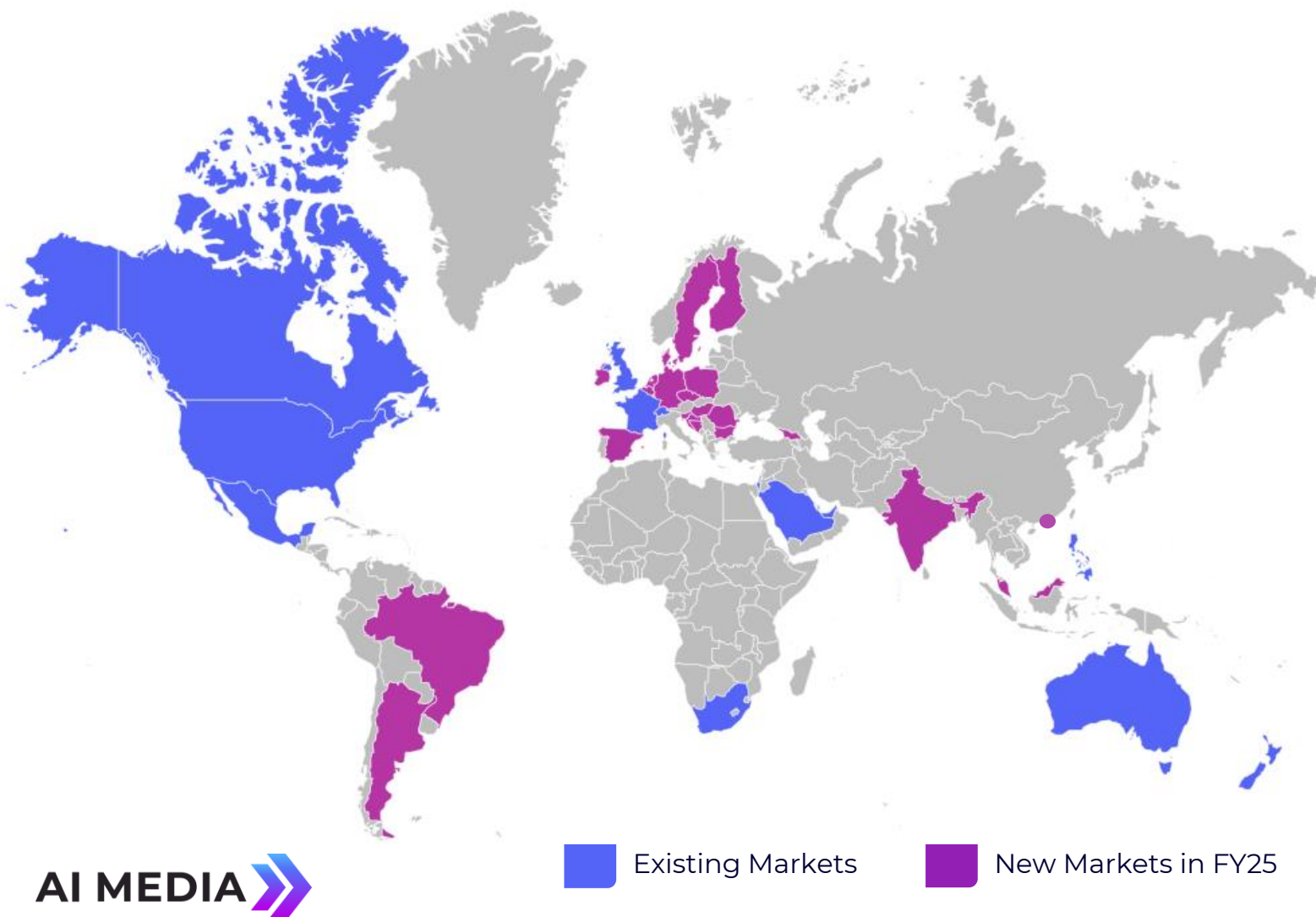
LEXI Voice TAM is ~30x LEXI Text TAM

Global Language Services Text and Voice



AIM's global expansion progress

- Servicing a total of 36 countries at the end of FY25
- +23 countries added globally, with strong adoption across Europe



European Accessibility Act (EAA)

The EAA became effective as of June 28, 2025. Positioning AIM to capture significant market share in the EU

FY24: 13 countries serviced

Australia, Philippines, Singapore, Mexico, USA, Canada, France, UK, UAE, South Africa, Israel, NZ, Switzerland

FY25: +23 countries added

Netherlands, Belgium, Poland, Hungary, Romania, Slovenia, Bulgaria, Croatia, Czechia, Brazil, Denmark, Finland, Argentina, Bahrain, Bosnia, British Virgin Islands, Georgia, Germany, Hong Kong, India, Ireland, Spain, Sweden



FY25 Financial Highlights

FY25 Investment highlights

Key Metrics driving sales growth and profitability



Tech Momentum

- **63%** FY25 Revenue from Tech: Q4 Tech Sales **~70%**
- **86%** Gross Margin from Tech



ARR Growth Drivers

- **\$17M** ARR, **86%** gross margin, **+35%** forecast for FY26
- Encoder base **+39%** to 7,062 units (FY25 Encoder Lifetime value = **~\$50k**)



Strong Financials & Tailwinds

- Cash balance **+35%** to **\$14.7M**, positive operating cash flow
- **Regulatory tailwinds:** European Accessibility Act (+17 new countries in Europe)
- All product & R&D expensed **\$7.5M**, not capitalized

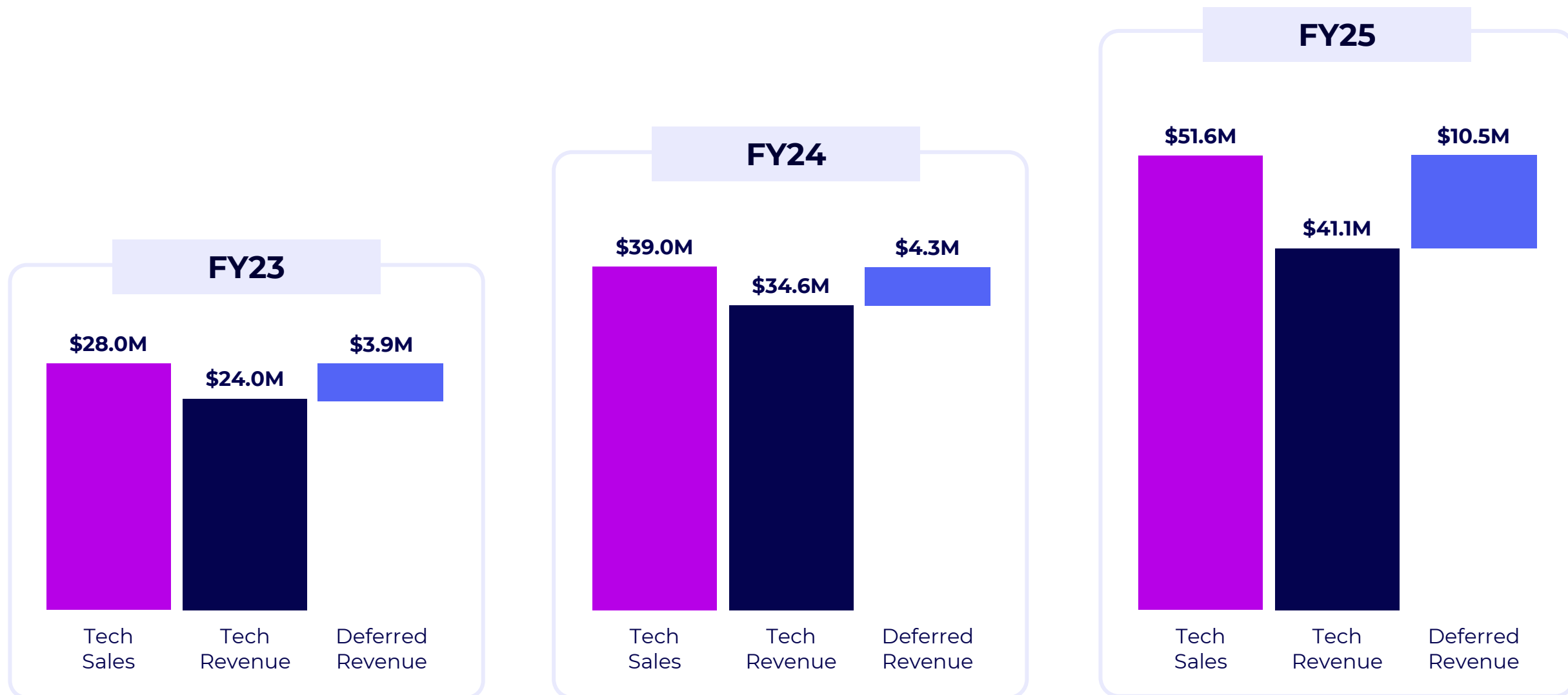


Operational Leverage

- Services to plateau at **20%** of revenue from Dec 2025
- **~\$5M** cost-out in FY25, **-50** FTE
- Strong cash conversion **160%** and no debt

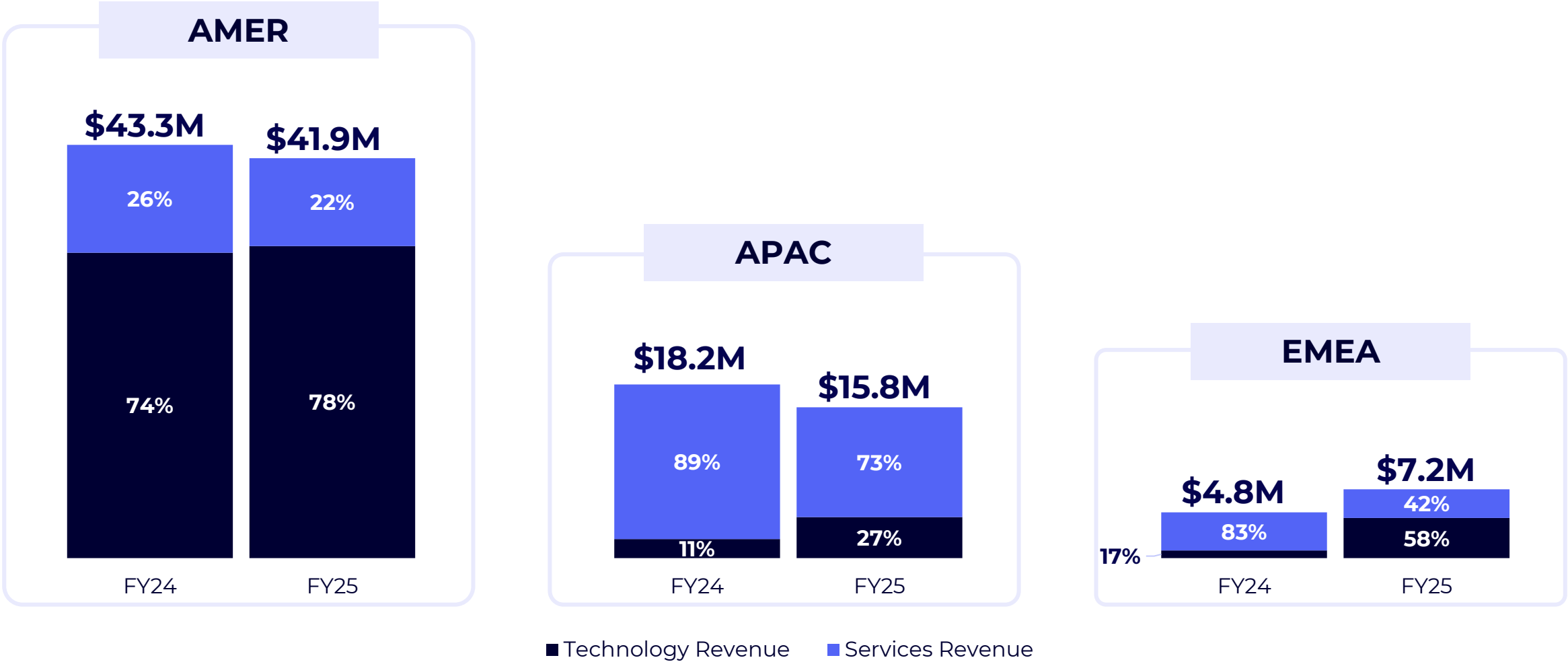
AIM's SaaS transition has accelerated customer sales

The Services to SaaS model will accelerate further with new LEXI products

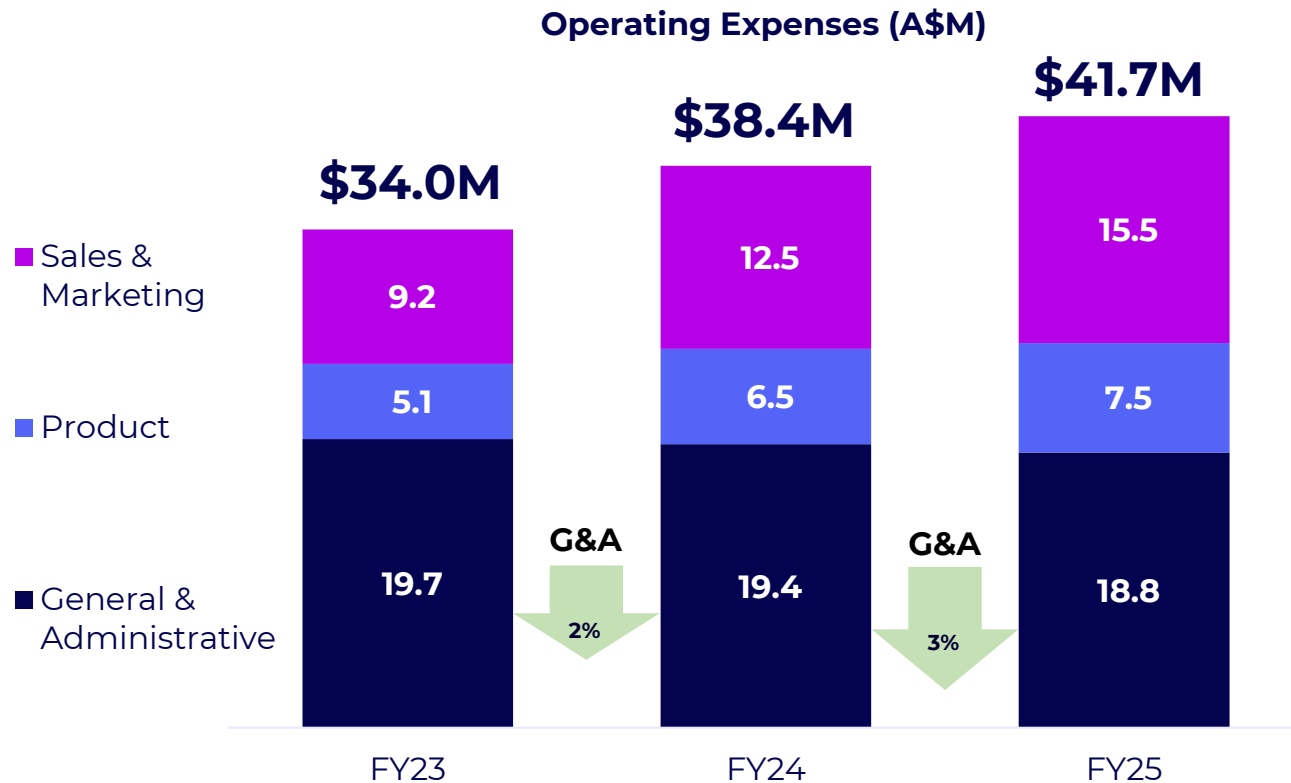


Technology revenue on target to reach 80% by Dec 25

Future Services revenue related to project & support fees on technology projects. Legacy Services infrastructure to be fully decommissioned by December 2025



Product & sales driving ARR growth

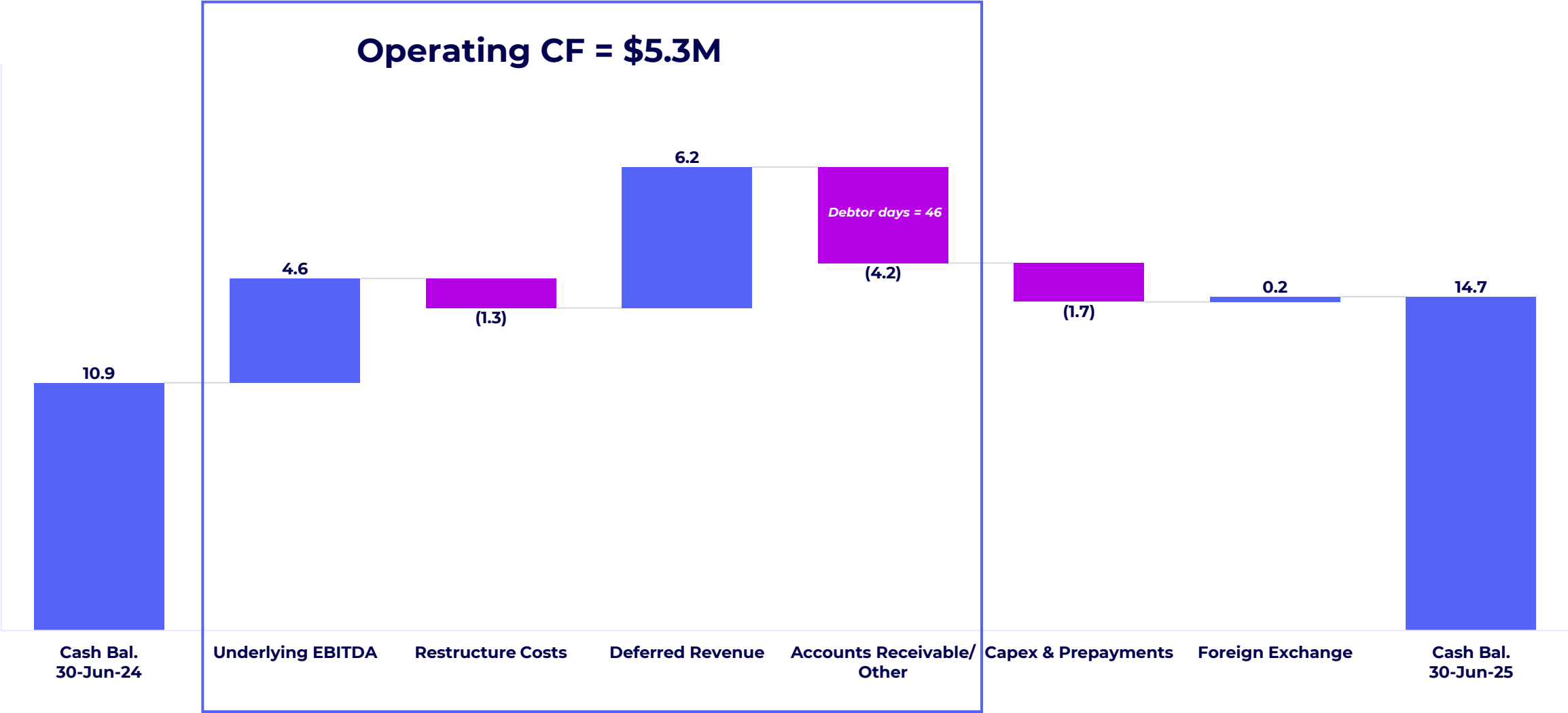


- **Sales investment up 24%**
- **Product investment up 15%**
All R&D and Product development is expensed when incurred - not capitalized (FY25=\$7.5M, representing 12% of total revenue)
- **General & Administrative down 3%**, exceeding AGM guidance due to accelerated cost out program (restructure costs=\$1.3M)

FY25 Summary profit and loss

A\$M	FY25	FY24	Variance	Growth %	
Tech revenue	41.1	34.6	6.5	19%	Recognised revenue from Tech grows 19% with forward sales increasing deferred revenue
Services revenue	23.7	31.6	(7.9)	(25%)	Accelerated decline in services revenue of 25%
Total revenue	64.9	66.2	(1.4)	(2%)	
Tech gross profit	35.5	28.0	7.5	27%	
Services gross profit	9.6	14.5	(5.0)	(34%)	
Gross Profit	45.1	42.5	2.6	6%	86% GM from technology revenue, improving overall gross profit by 6% vs the pcp
<i>GP margin %</i>	69%	64%	-	-	
Sales & Marketing	15.5	12.5	3.0	24%	Increased investment in Sales & Marketing supporting EMEA growth and product development to meet market demand for market leading products
Product and R&D	7.5	6.5	1.0	15%	
General and Admin	18.8	19.4	(0.6)	(3%)	
Total operating expenses	41.7	38.4	3.4	9%	
EBITDA	3.3	4.1	(0.8)	(19%)	FY25 includes \$1.3M of one-off expenses including restructure costs
<i>EBITDA margin %</i>	5%	6%			
Restructuring costs	1.3	-	1.3	100%	
Underlying EBITDA	4.6	4.1	0.5	11%	
Operating cashflow	5.3	3.6	1.7	48%	Increased sales driving cash increase, deferred revenue increases by \$6.2M on the pcp
Cash at Bank	14.7	10.9	3.8	35%	
Cash Conversion %	160%	87%	-	-	

FY25 Cash increase of \$3.8M



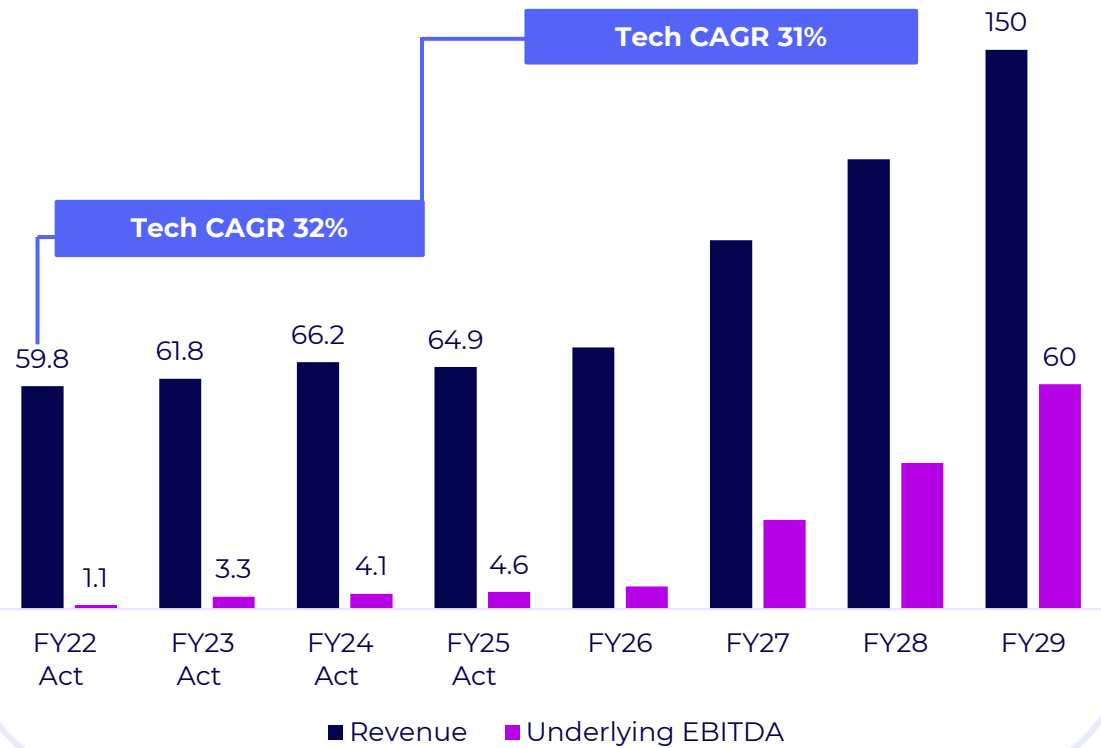


Growth Strategy & Outlook

5-year aspirational target of \$150M revenue by FY29

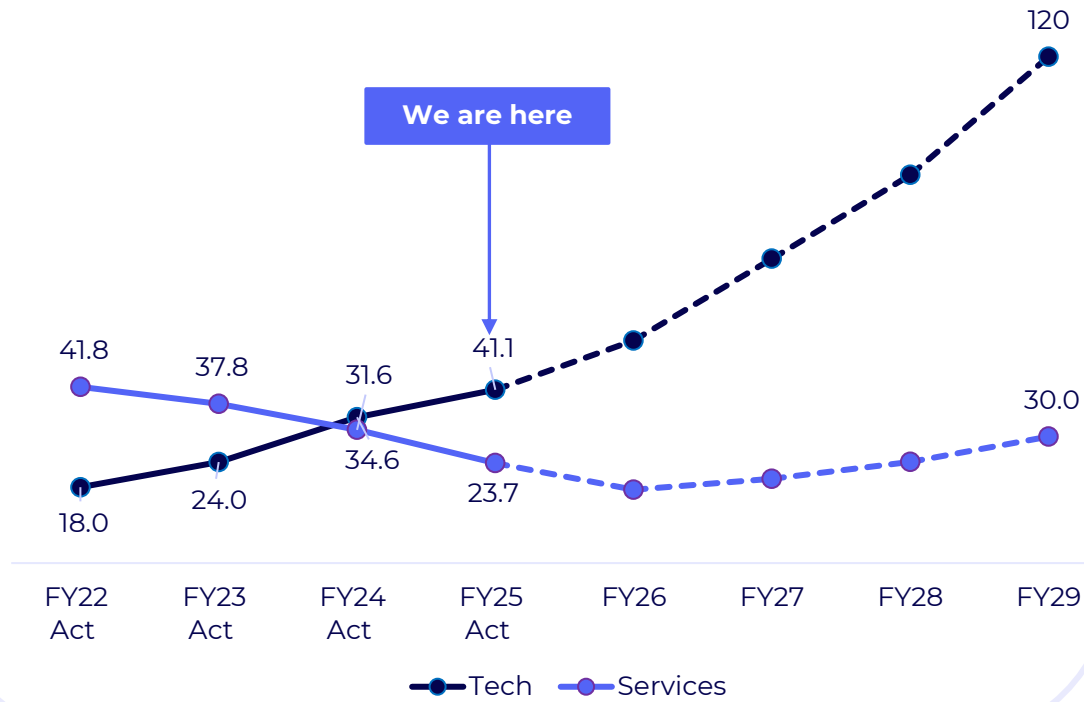


Revenue and EBITDA growth trend relationship (A\$M)



➤ SaaS revenue growth is the key focus area for the business

Revenue Split Scenario to achieve FY29 target (A\$M)



➤ Transition from Services revenue to high margin technology revenue

Three strategic pillars to achieve our FY29 target



Entering FY26, we have built strong foundations to drive future growth across different segments and geographies

1

Product Expansion

- Increase product spend with existing customers through LEXI Text
- Monetizing new offerings such as LEXI Voice and LEXI AI

2

Geographic Penetration

- Replicate North American success and achievements in Europe and Asia
- Leverage regulatory tailwinds such as the European Accessibility Act (EAA)

3

Segment Differentiation

- Strengthen position in Enterprise, Education, and Government sectors
- Build on successes within parliamentary and congressional institutions

LEXI Product Suite driving ARR growth

- Significant investment pre-revenue in flagship products to expand the TAM and realise the FY29 growth target
- Product development costs are fully expensed when incurred, zero R&D capitalization

	Flagship	New	Innovation
			
SPECIFICATION	AI-powered solutions providing highly accurate automatic live captioning, currently accounting for 100% of total LEXI revenue and is a key building block and component of LEXI Voice and LEXI AI	Enhancement of live captioning LEXI solutions into live voice interpreting solutions, transmitting broadcasters' content from English to over 100 different languages in <8 seconds	AI-powered enterprise solutions delivering Generative AI into secured business environments, allowing companies to integrate advanced AI models within their proprietary data
STRATEGY	<ul style="list-style-type: none">• Win more iCap Share with LEXI• Grow LEXI Text with new customers in new countries and industry verticals	<ul style="list-style-type: none">• LEXI Voice TAM ~30x TAM of Text• Strategic focus on the customer implementation nuances in different markets	<ul style="list-style-type: none">• Currently in development• BrewAI JV discontinued in June 2025 in favour of in-house development for LEXI AI

AIM Encoders are the gateway to ARR



SPECIFICATION

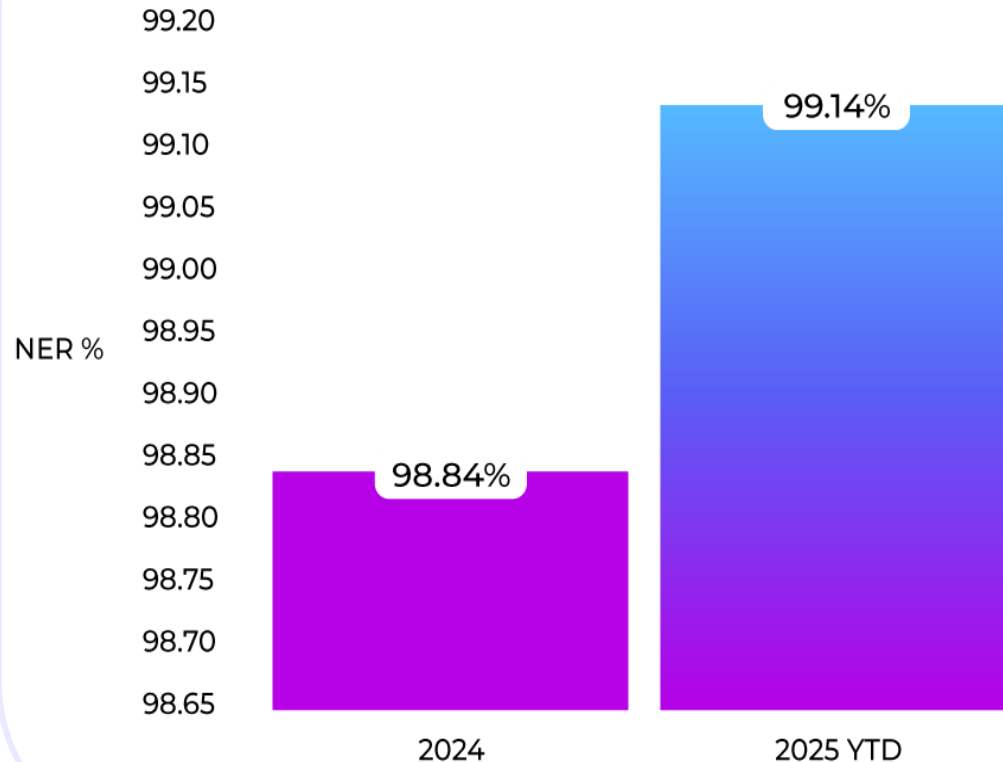
- AIM's encoders are the entry point to the LEXI Ecosystem
 - Hardware and Software (Alta)
 - All Encoders are interoperable with LEXI Text and LEXI Voice (and LEXI AI)
 - Each AIM Encoder has a lifetime value of **US\$50k** on current LEXI SaaS volumes
- AIM encoder penetration grew from 5,094 to **7,062** YoY
 - Significant progress in EMEA Broadcast in FY25
 - First US Federal Government sales achieved in FY25
 - Manufacturing throughput increased at AIM's US factory in Farmingdale Long Island, NY
 - Outsourcing vendor arrangement secured for increased capacity

STRATEGY

- FY26 strategy is to use LEXI Voice to enter Enterprise markets that are greenfield opportunities
- The FY29 strategy involves achieving Encoder penetration in each of the '9 Squares'
 - Encoder technology upgrades for both Hardware and Alta (Software encoder)
 - Putting LEXI on third party partner encoder networks is a further growth opportunity

LEXI Text Global Accuracy Improvements*

2024 Vs 2025 YTD as at 31 July



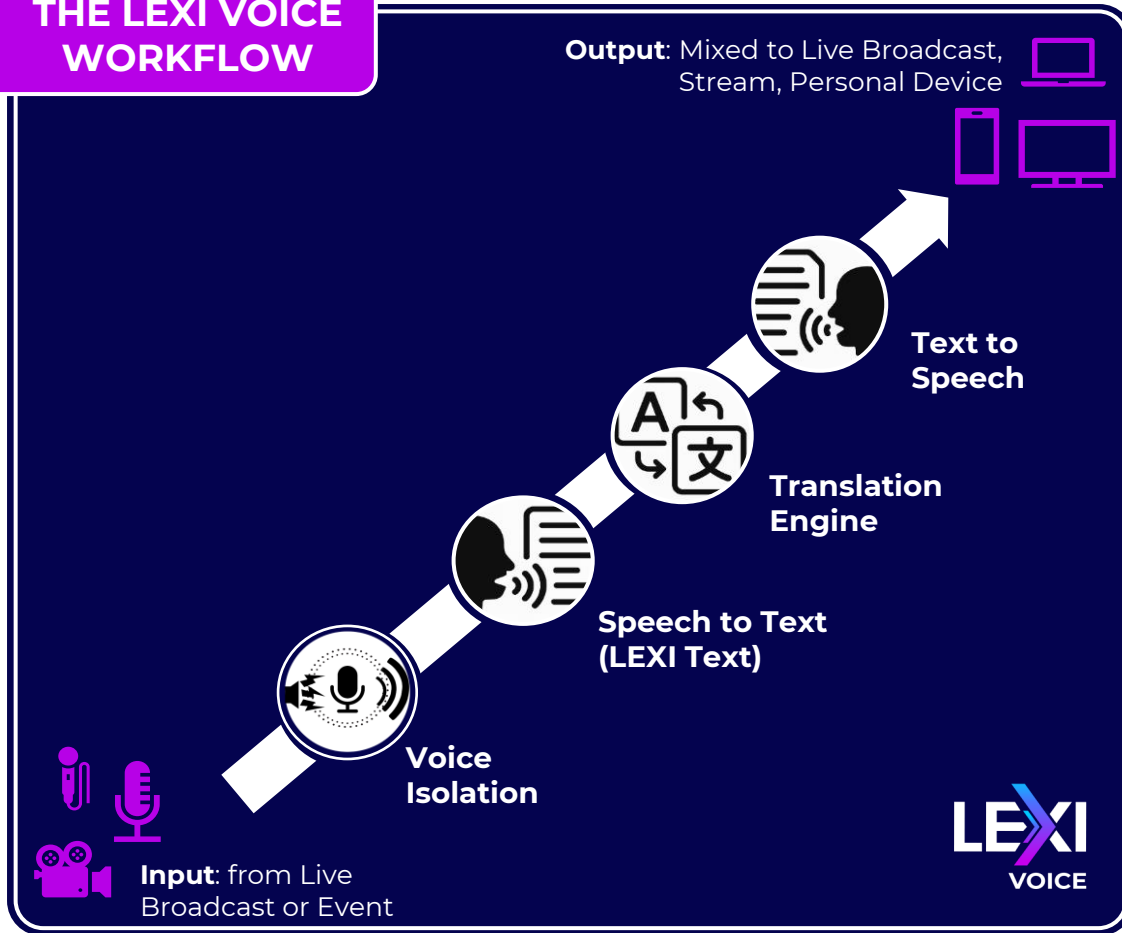
*Based on NER results conducted in AI-Media's LEXILab

- Flagship product driving SaaS ARR : 100% of total in FY25 = **\$17M**
- European market fit established in FY25: **1,500%** increase in tech-related text sales (Encoders + LEXI Text)
- APAC Transition from Services to LEXI Text on track for full switchover by December 2025
- Regulatory tailwinds of adoption: European Accessibility Act + individual countries in Asia
- Technology tailwinds of adoption: increasing quality of Realtime AI translation tools continuing to expand the product-market fit of LEXI Text and LEXI Voice
- LEXI Text accuracy up from 98.84% - **99.14%**
- LEXI Uptime to 99.87% to **99.99%**

LEXI VOICE

- Monetization opportunity for existing customers
- Lead magnet for new customers in new markets

THE LEXI VOICE WORKFLOW



Product features

- ✓ Takes a single voice stream and splits it into multiple languages in real-time
- ✓ Replicates not only words but sentiments and emotions of original content
- ✓ Low latency ensures real-time delivery, keeping audiences engaged
- ✓ Same workflow to deliver an entirely new AI-based solution
- ✓ From live sports to news, LEXI Voice adapts to any broadcast need

Customer Value

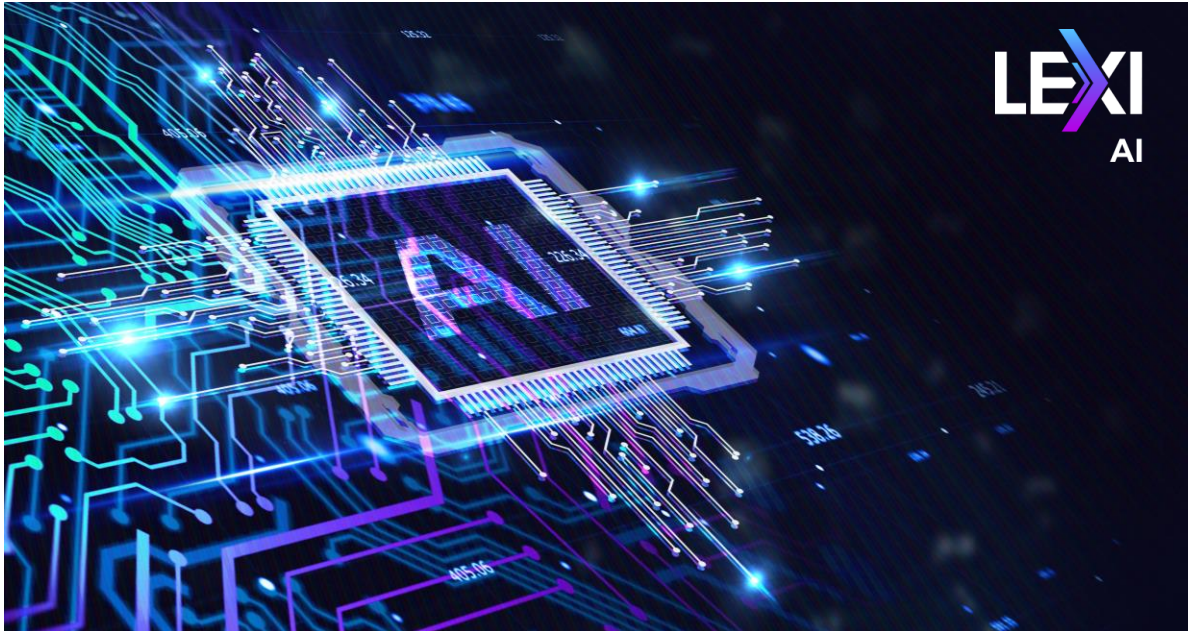
- ✓ Revenue growth opportunities with international expansion in different language markets
- ✓ Cost savings on human interpretation services by using AI to automate the process,
- ✓ Monetization of archived content using old shows, films, and series in new regions
- ✓ Digital delivery maximizes AdTech effectiveness

LEXI AI*

AI-powered enterprise solution delivering Generative AI into secure business environments - maximizing value from the AIM ecosystem.



Product in development



- ✓ Integrates advanced AI models (like ChatGPT) with proprietary data, ensuring privacy and security behind firewalls.
- ✓ Part of the LEXI Toolkit – designed for secure enterprise workflows with live real-time updates.



Enterprise-Grade Security & Compliance

Full data control with a private Large Language Model (LLM) operating behind company firewalls.



Unlocks Internal Knowledge & IP

Enables organizations to leverage their own high-value data without external risks.



Seamless Enterprise Integration

Embeds smoothly into existing business workflows, enhancing productivity without disruption.



Hybrid Cloud & On-Premises Flexibility

Supports both cloud and on-prem implementations for maximum adaptability.



AI That Works for You

Combines public GenAI strengths with the security of private enterprise data.



Scalability & Cost Efficiency

Optimized to scale with business needs while reducing unnecessary AI costs.

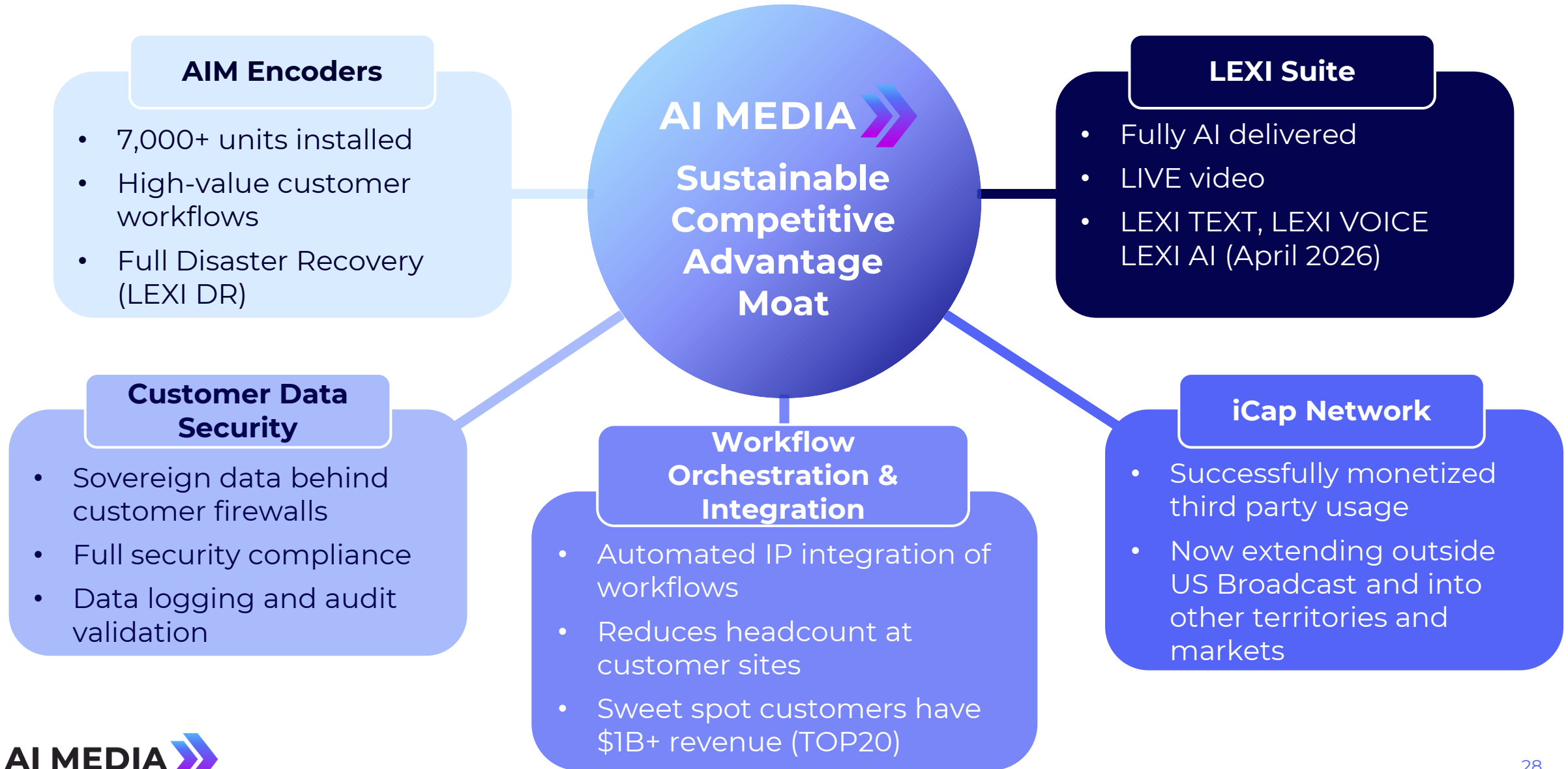


Proven Technology Backed by AI Media

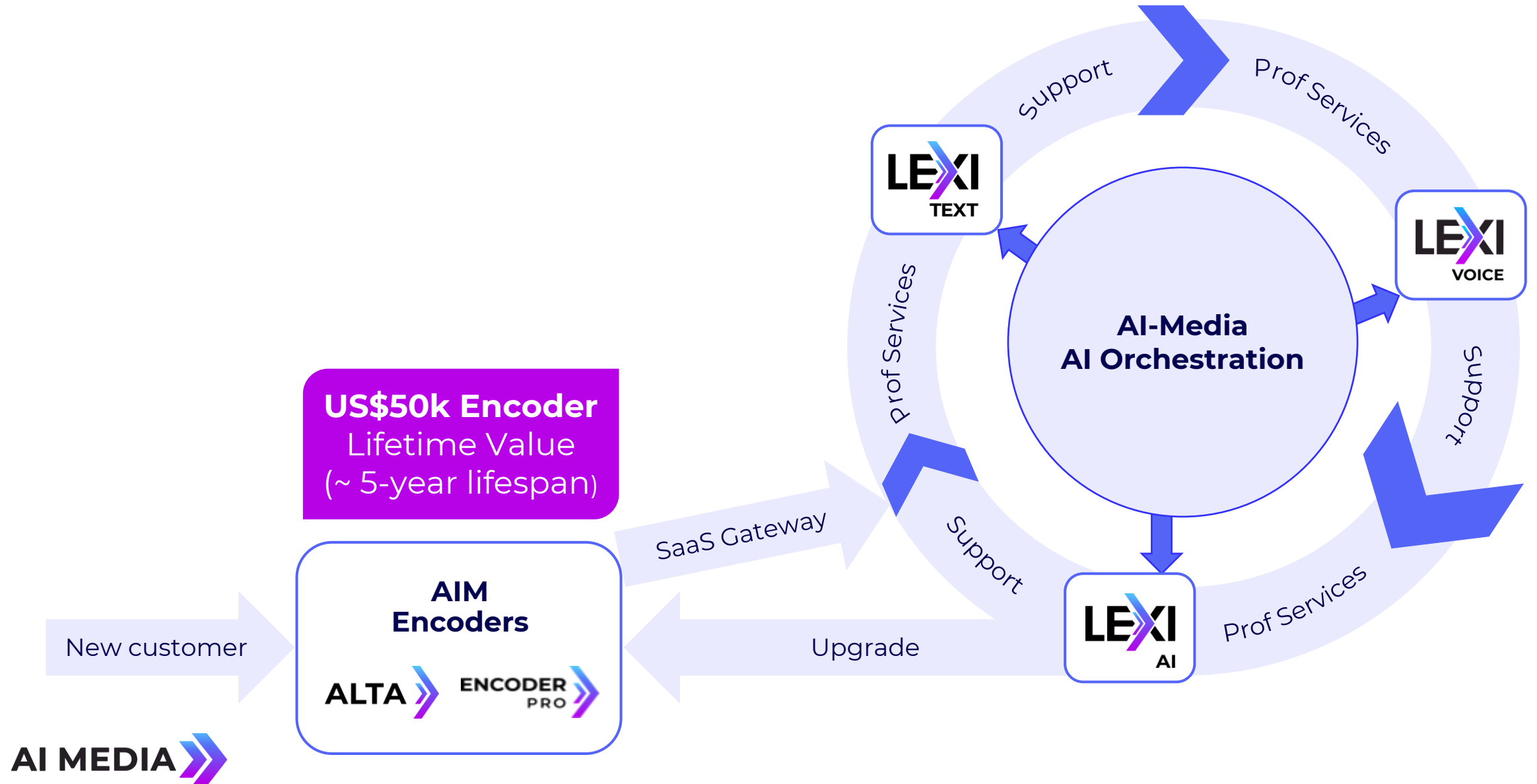
Built on AIM's trusted workflow orchestration for reliable and secure AI deployments.

*LEXI AI is the new branding for the product range. AIM has discontinued its partnership with BrewAI and will own 100% intellectual property rights in LEXI AI

AIM strategic moat: 5 pillars of competitive advantage

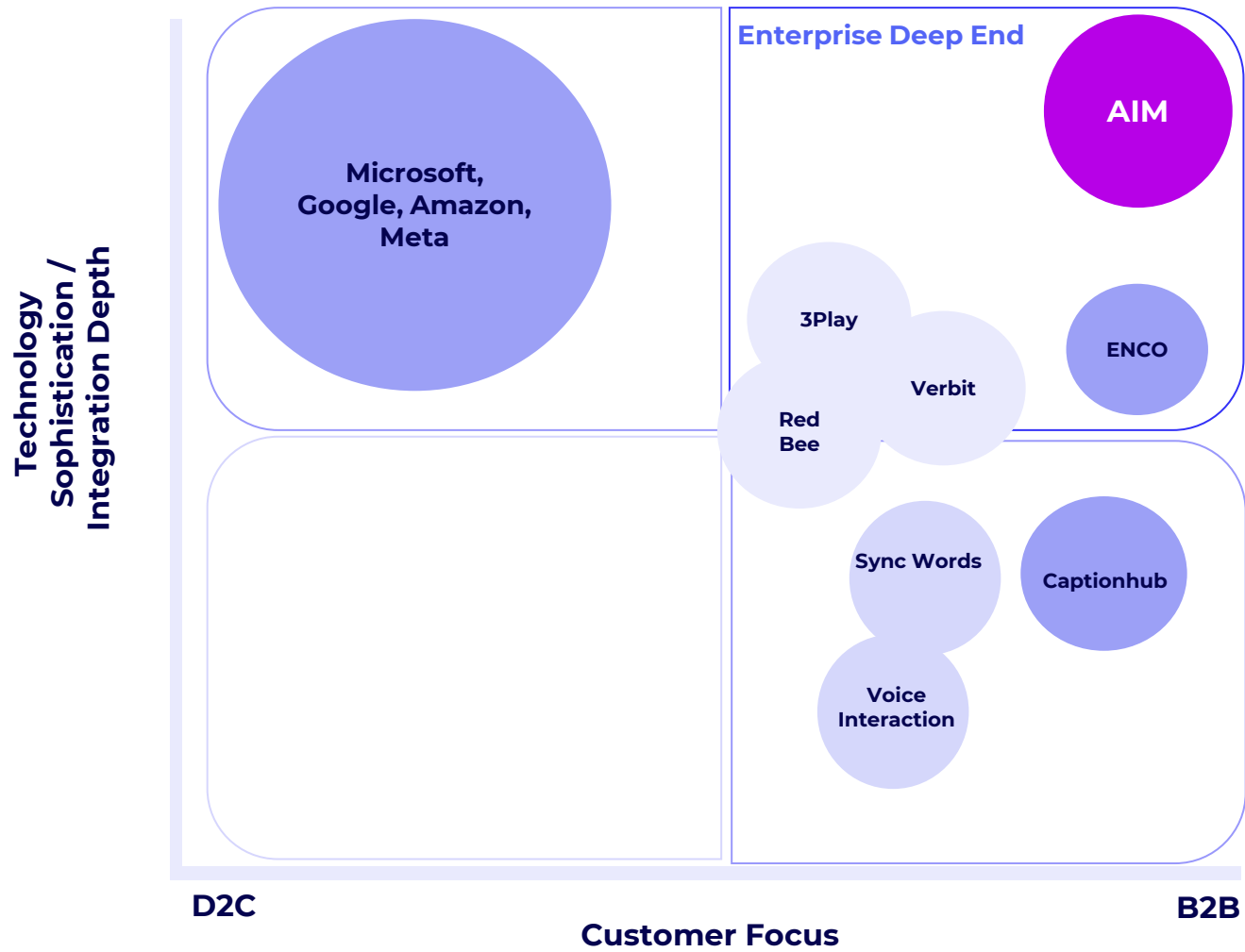


AIM Encoders create significant growth opportunities



Live Media Competitive Landscape: We play in the deep end

AIM Integrates best-of-breed AI (Google, XL8, ElevenLabs, DeepL, ChatGPT etc) into secure live enterprise workflows



- B2B only – Big-tech ‘retail’ offers validate the market; AIM focuses on secure, integrated enterprise workflows
- Integrating the tech you know from Smart Phone - with enterprise-grade security
- AIM’s top-20 customers all > \$1.5B annual revenue = 80% of revenue. Zero churn in this cohort in last 4 years
- Technical capability validated with index customers in each of the ‘9 Squares’ (see next slide)

FY26 Strategy to focus on ‘9 Squares’ of expansion

The core focus areas are distinct in each of the 9 Squares, with EMEA Broadcast and global Enterprise key FY26 growth targets

	AMER	EMEA	APAC
	FY26 Objectives	FY26 Objectives	FY26 Objectives
Broadcast	<ul style="list-style-type: none">Strong Product Market Fit with LEXI Text – continue displacing competitorsFY26 LEXI Voice Priority	<ul style="list-style-type: none">Encoder sales focus Build on growth FY24 → FY25LEXI Text (EAA)FY26 LEXI Voice Priority	<ul style="list-style-type: none">Complete transition from Services to TechFY26 LEXI Voice Priority
Government	<ul style="list-style-type: none">Build on first sales successes in FY25 to US and Canadian government departments	<ul style="list-style-type: none">Initial customer pilots	<ul style="list-style-type: none">Initial customer pilots
Enterprise	<ul style="list-style-type: none">FY26 LEXI Voice Priority	<ul style="list-style-type: none">FY26 LEXI Voice PrioritySwitzerland (UN) focus	<ul style="list-style-type: none">FY26 LEXI Voice Priority

Investment case summary

AIM achieved FY25 objectives while positioning the business for sustained growth, profitability, and market leadership

					
Transitioned to High Margin SaaS	Penetration of New Markets with Tech	Leveraged AI Advances for Product Growth	Reinforced Defensible Moat	Expanded TAM From \$2B to \$70B	Zero Debt, Strong Position
 <p>Achieved \$17M in ARR in FY25, which is forecast to grow to \$23M in FY26 at 35%</p>	 <p>Successful penetration of US Government and EMEA Broadcast segments with material sales of Encoders</p>	 <p>Used AI breakthroughs for further growth for LEXI Text, launched LEXI Voice and developing LEXI AI)</p>	 <p>We converted commoditized AI into a proprietary, defensible capability with our workflows and live data integration</p>	 <p>Expansion into Voice unlocks ~30x Total Addressable Market and a step change in growth potential</p>	 <p>With no debt and a solid balance sheet, AIM is well-positioned to fund growth and pursue strategic opportunities</p>



Q&A



Additional Information

Profit & loss statement

For the year ended
30 June 2025

	30-Jun-25 (\$M)	30-Jun-24 (\$M)	Var (\$M)
Revenue	64.9	66.2	(1.4)
Cost of sales	(19.8)	(23.8)	4.0
Gross Profit	45.1	42.5	2.6
Other income	-	-	-
Operating expenses	(41.7)	(38.4)	(3.4)
EBITDA	3.3	4.1	(0.8)
Depreciation and amortisation	(3.9)	(4.4)	0.5
EBIT	(0.6)	(0.3)	(0.3)
Net interest expense	0.0	0.0	0.0
Profit/(loss) before tax	(0.5)	(0.3)	(0.2)
Income tax expense	(1.1)	(1.0)	(0.1)
Net profit/(loss) after tax	(1.7)	(1.3)	(0.3)
GP Margin %	69%	64%	5%
Underlying EBITDA	4.6	4.1	0.5

Note: Totals may not add up precisely due to rounding

Balance sheet

For the year ended
30 June 2025

	30-Jun-25 (\$M)	30-Jun-24 (\$M)	Var (\$M)
Cash and cash equivalent	14.7	10.9	3.8
Trade receivables	14.5	10.7	3.8
Other current assets	7.4	5.2	2.2
Total current assets	36.6	26.8	9.8
Property, plant and equipment	5.4	4.9	0.6
Intangibles	54.1	56.2	(2.1)
Other non-current assets	4.4	5.3	(0.9)
Total non-current assets	64.0	66.4	(2.4)
Total assets	100.6	93.1	7.4
Trade payables	2.3	1.6	0.7
Deferred revenue	8.9	4.2	4.7
Other current liabilities	9.2	8.2	1.0
Total current liabilities	20.4	14.0	6.4
Deferred revenue	1.7	0.0	1.7
Other non-current liabilities	3.2	3.3	(0.1)
Total non-current liabilities	4.9	3.3	1.6
Total liabilities	25.3	17.2	8.0
Net assets	75.3	75.9	(0.6)
Equity	75.3	75.9	(0.6)

Note: Totals may not add up precisely due to rounding

Cash flows

For the year ended
30 June 2025

	30-Jun-25 (\$M)	30-Jun-24 (\$M)	Var (\$M)
Receipts from customers (incl. of GST)	73.6	73.3	0.3
Payments to suppliers and employees (incl. of GST)	(67.6)	(69.6)	2.0
Interest received	0.1	0.2	(0.1)
Interest and other finance costs paid	(0.0)	(0.2)	0.1
Income taxes paid	(0.8)	(0.2)	(0.6)
Net cash from operating activities	5.3	3.6	1.7
Payments for expenses relating to acquisitions ¹		(8.1)	8.1
Payments for property, plant and equipment	(1.0)	(0.9)	(0.1)
Payment for intangibles	(0.1)	(0.3)	0.2
Net cash used in investing activities	(1.0)	(9.3)	8.3
Repayment of premium funding	(0.4)		(0.4)
Repayment of lease liabilities	(0.3)	(0.3)	0.0
Net cash used in financing activities	(0.7)	(0.3)	(0.4)
Effects of exchange rate changes	0.2	(0.1)	0.3
Net increase/(decrease) in cash and cash equivalents	3.8	(6.1)	9.8

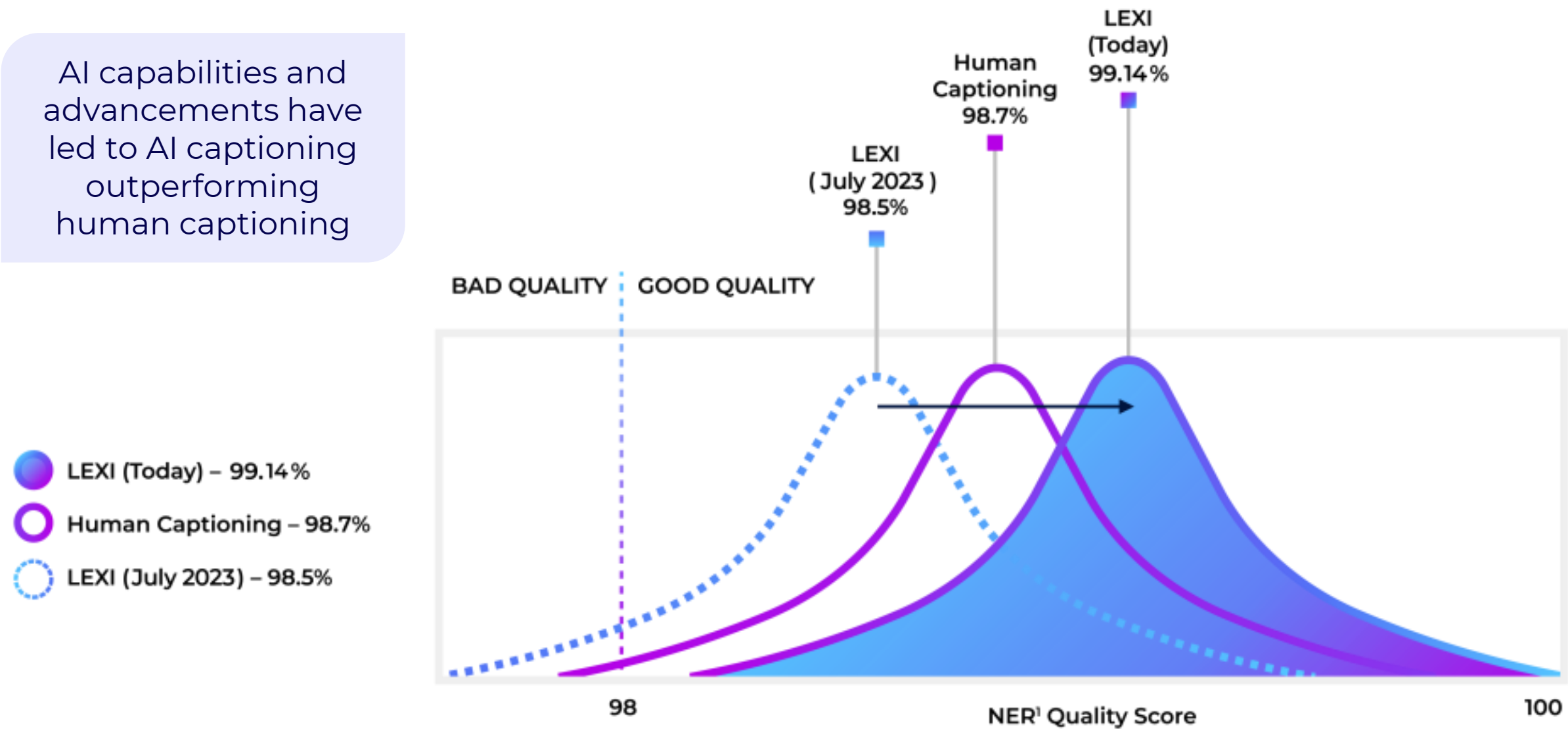
Note: Totals may not add up precisely due to rounding

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

Continuing improvement in LEXI quality over humans



AI capabilities and advancements have led to AI captioning outperforming human captioning



Experienced Executive Team

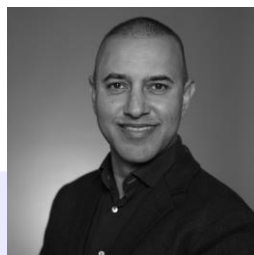
Strong and qualified leadership team to drive product development and commercialisation strategy



TONY ABRAHAMS

Co-Founder and Chief Executive Officer

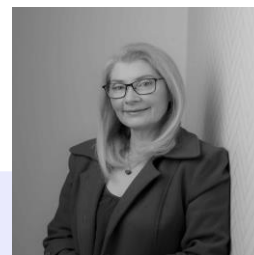
- Tony co-founded AI-Media in 2003
- Worked to establish the Oxford Internet Institute in 2001, while attending the University of Oxford as a Rhodes Scholar
- Director of Northcott Disability Services 2010-18



JASON SINGH

Chief Financial Officer

- Jason Singh joined in 2024 bringing significant experience in high growth multinational SaaS companies
- Strong Experience in ASX listed founder led Technology businesses



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



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, LEXI, and Alta

Board

Board renewal since 2024 with addition of talented and experienced new directors with ASX and deep technology expertise



JOHN MARTIN

Non-Executive
Chairman

- 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 Chief
Executive Officer

- Tony co-founded AI-Media in 2003.
- Worked to establish the Oxford Internet Institute in 2001, while attending the University of Oxford as a Rhodes Scholar
- Director of Northcott Disability Services 2010-18.



ALISON LOAT

Non-Executive
Director

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



CHERYL HAYMAN

NED + Chair:
Rem & Nom

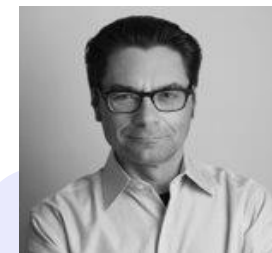
- Cheryl joined the Board in 2022
- Held several Non-Executive Director roles of ASX-listed companies over the last 15 years. Previously held CMO roles at George Weston Foods, Yum Restaurants International & Unilever.



BRENT CUBIS

NED + Chair:
Audit & Risk

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



OTTO BERKES

NED + Co-Chair:
Product & Technology

- Otto joined the Board in Nov 2024
- Tech leader with 15+ years board level experience. Xbox founder, served as GM at Microsoft, CTO at HBO and CA Technologies, and CEO at HireRoad. Currently NED of Integral Ad Science & advisory board member for Intelagree.



BRAD BENDER

NED + Co-Chair:
Product & Technology

- Brad joined the Board in Nov 2024
- 25+ years of global product and mgt experience. Former VP of Product Mgt at Google - founded the Google Display Network + drove growth to become a multi-billion dollar business. Led Google News and Search Ecosystems, delivering AI-driven initiatives.

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