

# Annual General Meeting

12 November 2021

Ai-Media Technologies Limited



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Welcome

**02**

Chair's Address

**03**

CEO's Address

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Items of Business

# Chair's Address

it is important to establish how much



## Your Board

Making the world's content

**accessible for everyone**

Ai-Media is a one-stop shop for live and recorded captioning, transcription and translation solutions – globally



**Deanne Weir**  
Chair



**Tony Abrahams**  
Co-founder  
& CEO



**John Martin**  
Non-Executive  
Director



**Alison Loat**  
Non-Executive  
Director

# CEO's Address



MacBook Air



## FY21 highlights



Exceeded prospectus forecasts, with three US-based acquisitions contributing further part-year upside. Increased gross margin throughout FY21 and achieved positive operating cash flow and profitability in Q4 FY21



Secured a three-year contract with Sky News Australia for 24/7 captioning of news programming using Ai-Media's new Smart Lexi™ product



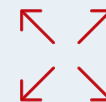
Launched breakthrough fully automated (Lexi™) and semi-automated (Smart Lexi™) SaaS products to complement premium Ai-Live; acquired EEG's scalable SaaS live streaming product range, Alta / Falcon, and iCap cloud platform and network



In September 2020, Ai-Media completed an IPO raising \$65.5m (including a \$35.5m sell-down), and in April 2021 raised \$40.0m to fund the transformative acquisition of EEG Enterprises (EEG)



Successfully delivered captions for the Tokyo Olympics on NBC's Peacock platform using Smart Lexi™ and premium live captions on Channel 7 in Australia



Broadened the strategic customer base with significant new contracts secured during the year including Al Jazeera Media Network, UK Parliament and others

## FY21 highlights

**\$49.2m**

Revenue<sup>1</sup> (\$5.4m ahead of Prospectus forecast of \$43.8m<sup>2</sup>)

Up 87% on PCP

**16.8m<sup>2</sup>**

Captions Minutes

175% increase on PCP

**3**

Successful Acquisitions in FY21

CaptionAccess & Caption IT  
(Jan 2021), EEG (May 2021)

**\$20.4m**

Gross Profit

\$2.3m ahead of Prospectus  
forecast of 18.1m<sup>2</sup>

**42%<sup>2</sup>**

Gross Profit Margin up from  
39% on FY20 pro forma

Further gross margin improvements  
as AIM continues to scale

**\$17.9m<sup>3</sup>**

Cash Balance


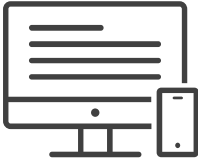





Strong balance sheet capacity to  
pursue further growth opportunities

1. Revenue – includes other revenue per the financial report
2. Includes 6 months of 2x acquisitions and 2 months of EEG
3. \$17.9m cash includes \$5.3m earnout to EEG vendors held on Ai-Media accounts



# A one-stop shop in a growing US\$20B market<sup>1</sup>

Industry leading platform well positioned for growth in new segments and territories

Captions		Tiers	
 <p>From any language, to any language</p>	 <p>Streamed in any format to any device</p>	<p><b>Premium</b> Live human curation = Ai-Live Premium + bundles, including recorded</p> 	
		<p><b>Smart Lexi</b> Semi-automated = Smart Lexi</p> 	
 <p>Live</p>	 <p>Recorded</p>	<p><b>Lexi</b> Automated = Lexi</p> 	

ai media

7x

Growth in minutes captioned YoY

\$50m

R&D investment in Ai-Media's technology platform<sup>1</sup>

\$48m

invested in three acquisitions since Sept 2020

2,200

global customers, diversified revenue by customer and region

3,000+

skilled contractors

1. Source: Frost & Sullivan, EEG

## Q1 FY22 highlights

**+35%**

Revenue Growth on PCP (Q1 FY21)

\$14.9m Revenue  
in Q1 FY22

**+75%**

Growth in Lexi / Smart Lexi  
SaaS minutes on PCP

22.7 million minutes delivered  
in Q1 FY22 across all products

**\$15.5m**

Cash balance at 30 September 2021

Strong cash position to  
execute on growth strategy

**>50%**

Gross Margin

Up from 39% on PCP

**Growing SaaS  
product suite**

Launched SubSilo™

Further gross margin improvements  
as SaaS revenue increases

**Buy-back**

Program of up to 2 million shares

Program to commence from 15  
November 2021

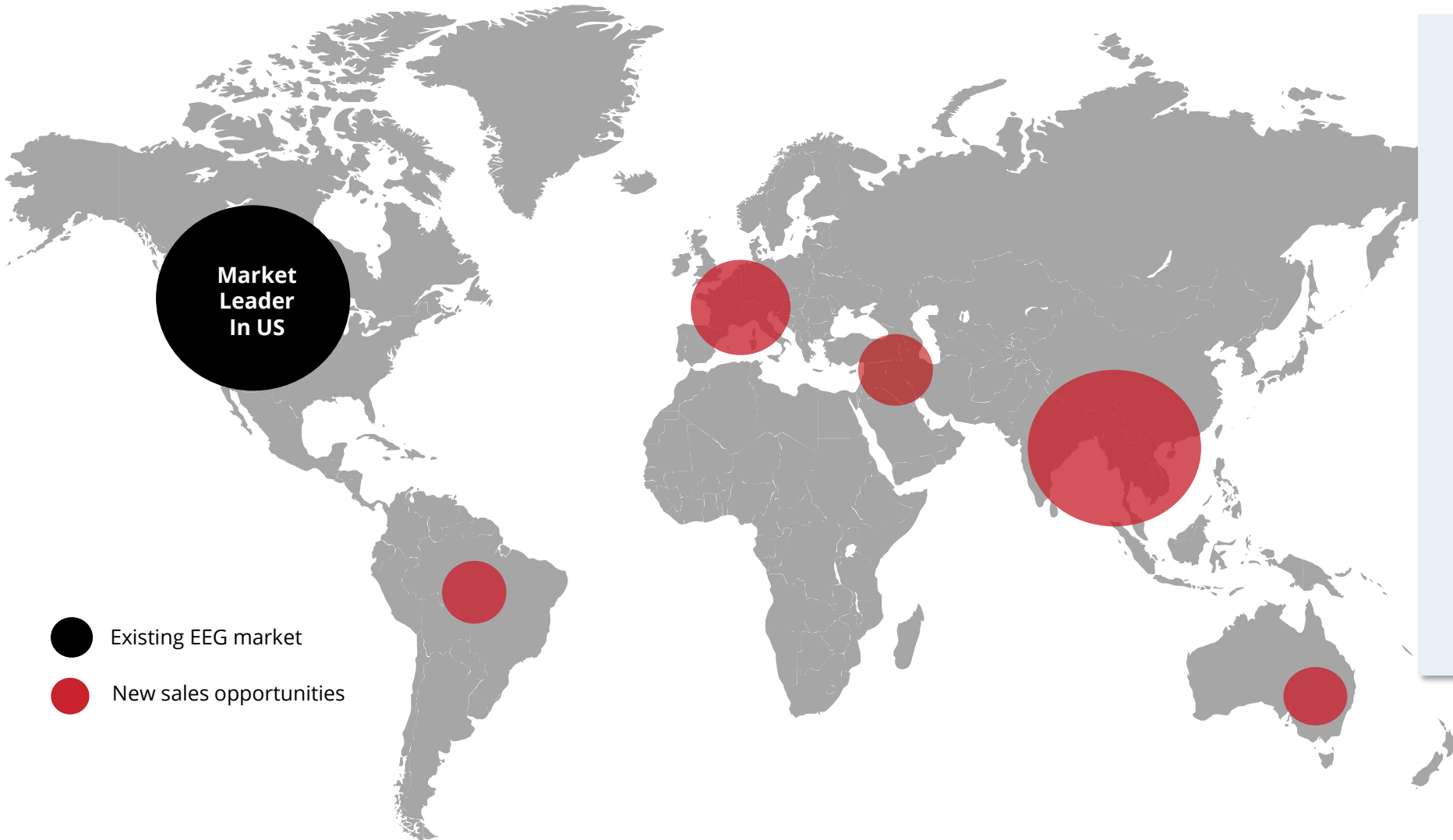
## Key customer wins

**Ai-Media won several strategic customer accounts during the past quarter which reflects the quality and breadth of its product offerings**

MICROSOFT TEAMS	TVSN AUSTRALIA SHOPPING NETWORK	NSW PARLIAMENT	NBC'S OLYMPICS AND PARALYMPICS
<ul style="list-style-type: none"><li>✓ Ai-Media provided direct support and successfully built an interface into the Microsoft Teams platform</li><li>✓ Users can now integrate Ai-Media's high-accuracy Ai-Live caption solutions</li><li>✓ Underlines the strength and value of Ai-Media's solutions</li></ul>	<ul style="list-style-type: none"><li>✓ Added to Ai-Media's growing list of broadcast customers</li><li>✓ TVSN will leverage the power of Ai-Media's semi-automated Smart Lexi™ SaaS product</li><li>✓ 3-year agreement with a minimum of 7 hours live captioning per day</li></ul>	<ul style="list-style-type: none"><li>✓ NSW Parliament will use Ai-Media's premium Ai-Live captions and new SaaS product SubSilo™ to help its Hansard team create faster and more accurate verbatim transcripts</li><li>✓ Ai-Media will provide up to 1800 hours per year for events held in the Legislative Assembly, the Legislative Council, and 3 committee rooms</li></ul>	<ul style="list-style-type: none"><li>✓ Ai-Media partnered with NBC to deliver the most accessible Olympics and Paralympics broadcast in history</li><li>✓ NBC used Ai-Media's semi-automated Smart Lexi™ SaaS product</li><li>✓ Lexi minutes were up 75% compared to Q1 FY21</li></ul>

Customer wins occurred in APAC, EMEA and North America and included SaaS sales of Lexi, Smart Lexi, Alta, Falcon and iCap, with three clear price tiers for captions, transcription and translation – automated (Lexi), semi-automated (Smart Lexi), and premium (Ai-Live).

# Taking Ai-Media's EEG product suite global



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- EEG is a dominant player in US live captioning market working with blue chip clients in broadcast, enterprise and government space

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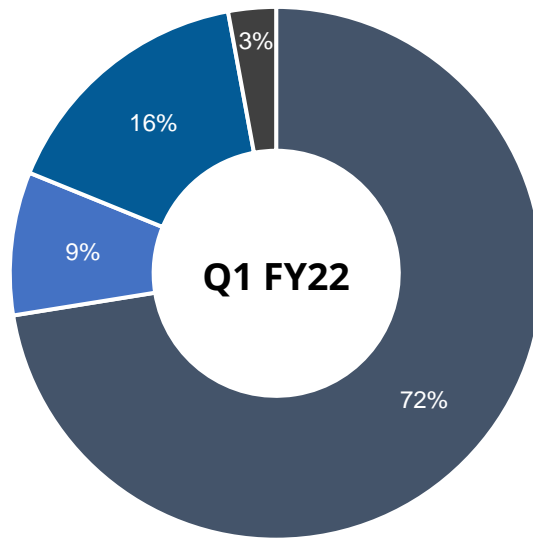
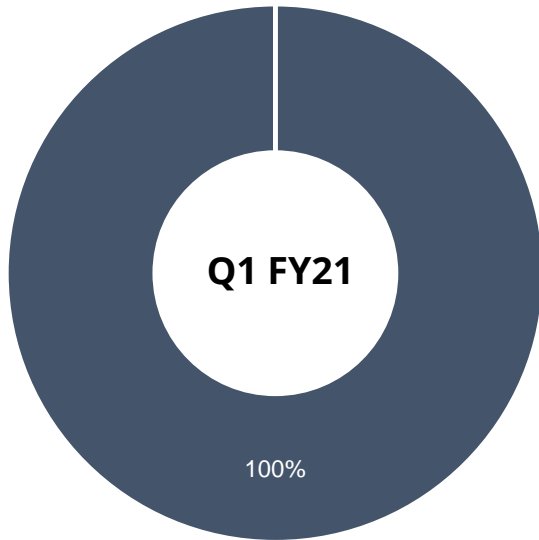
- Significant opportunity to grow SaaS products in new markets

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- State-of-the-art technology and extensive Ai-Media network of customers will drive growth in coming years

# Ai-Media is aiming to increase SaaS revenue

■ Services ■ SaaS ■ Hardware ■ Other



- Services revenue share is projected <50% by the end of FY23
- Increasing share of SaaS revenue in sales mix driven by commercial rollout globally of new product lines

- **Services revenue** FY21 Margin >40%
- **SaaS revenue** FY21 Margin >75%
- **Hardware revenue** FY21 Margin >70%

## A future driven by iCap and SubSilo™

iCap is the ubiquitous global live distribution platform for captioning, transcription and translation



**SubSilo™** is the family of features that allow Ai-Media's customers to gain more benefit more quickly and more easily from the live product in downstream applications



# Ai-Media's roadmap to 2025



## Establish iCap network as global standard

Become the go-to live captioning provider across the industry and around the globe



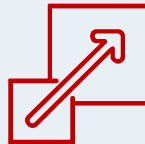
## Drive growth at higher margins

Increase revenue share of our transformative SaaS product suite and hardware



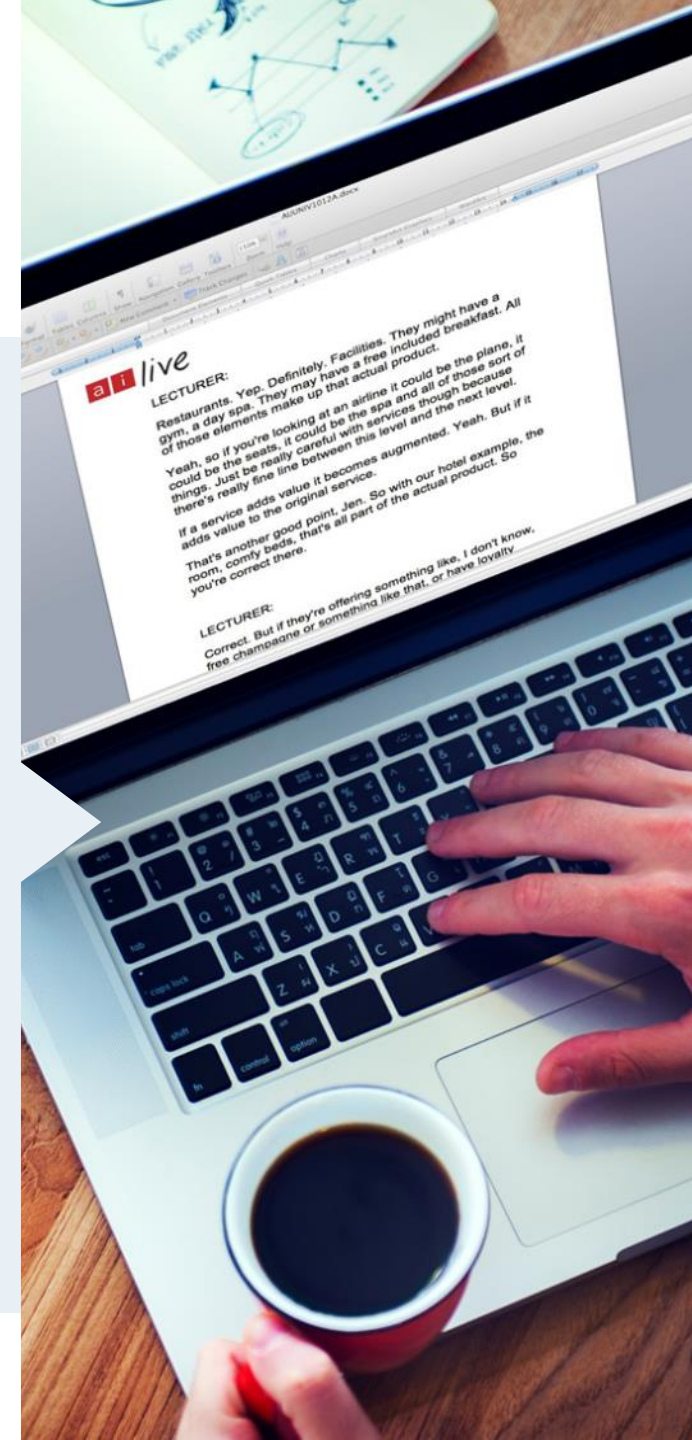
## Grow and diversify customer base

Capitalise on increasing demand for live captioning across new segments and territories



## Enhance product suite and technology

Continued investment in platform to further improve the quality of our product offerings



# Thank you

## For further information

### **Investors**

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