

Annual General Meeting

23 November 2023

Ai-Media Technologies Limited



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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-EXEC DIRECTOR



ALISON LOAT

NON-EXEC DIRECTOR



CHERYL HAYMAN

NON-EXEC DIRECTOR

A photograph of two men from behind, sitting on a sofa and watching a soccer game on a television. Both men have their fists clenched in a cheering gesture. The man on the left is wearing a white shirt, and the man on the right is wearing a red shirt. The television screen shows a soccer match in progress, with a red 'LIVE' indicator in the top left corner and a subtitle at the bottom that reads 'ky takes it to the corner'.

01 Welcome

02 Chair's Address

03 CEO's Address

04 Items of Business



DEANNE WEIR

CHAIR





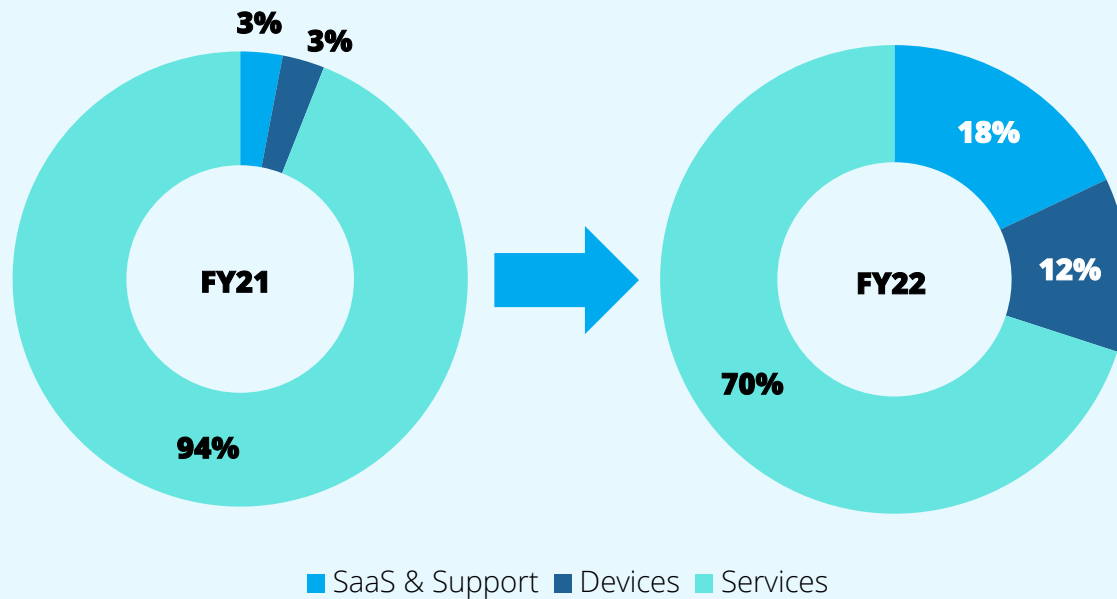
TONY ABRAHAMS

CO-FOUNDER & CEO

A year of transformative growth

Transitioning from a managed services business to a technology business delivering scalable SaaS products

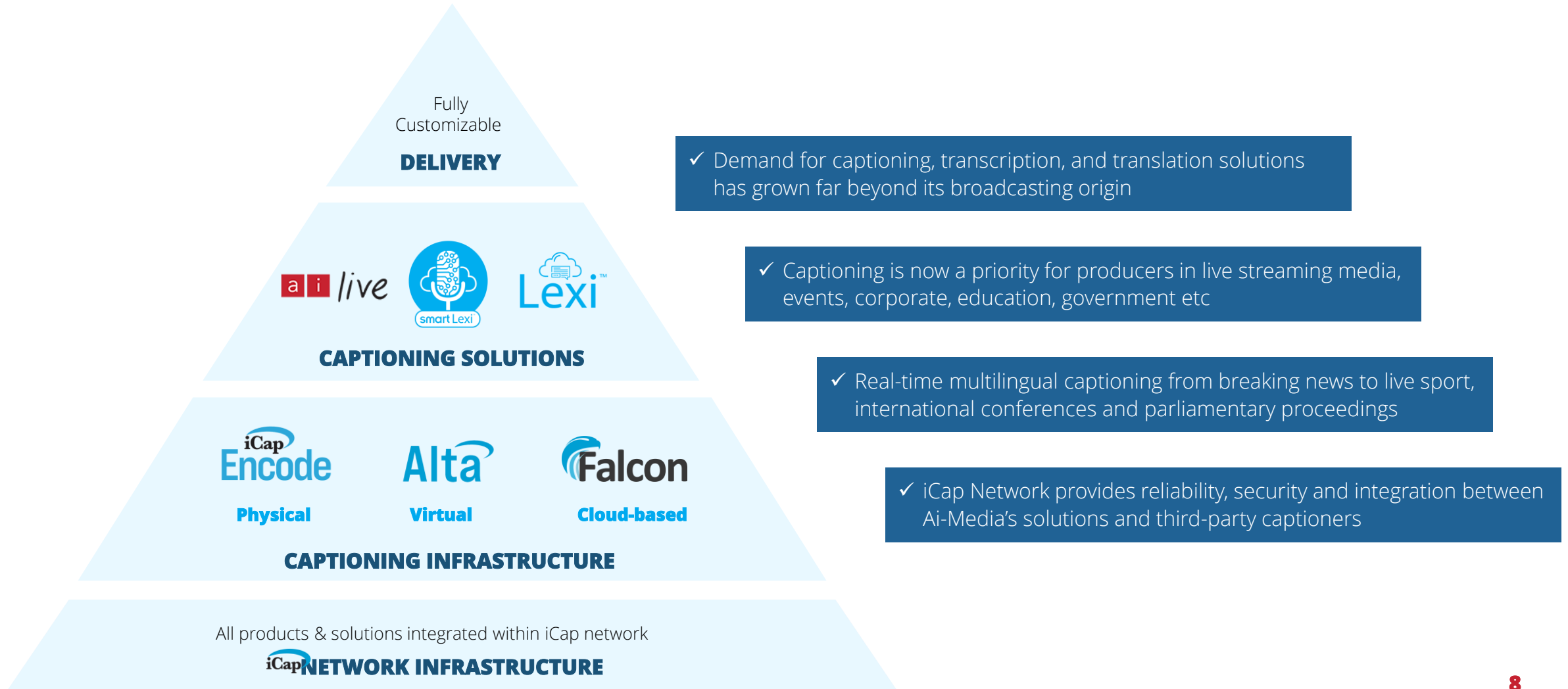
Revenue Split by Category



- ✓ Added new customers across each category
- ✓ Accelerated growth in SaaS revenue
- ✓ Improved overall gross margins
- ✓ Increased SaaS revenue by >40% over the past year
- ✓ Increases expected to continue in the years ahead
- ✓ Extended global footprint and market offering
- ✓ Integrated four recent strategic acquisitions
- ✓ Completed first full year of operations with EEG

Ai-Media is the only global one-stop shop of captioning solutions

The strategic acquisition of EEG created a global captioning one stop shop to better serve the growing demand for high quality captioning worldwide and to match any customer need



Ai-Media's innovations make captioning simple

Organisations are increasingly realising the benefits of captions and Ai-Media will continue leveraging its technology and talent to make high quality captioning and translation easier and more cost-effective

Existing iCap Customers transitioned to Lexi/Smart Lexi



New Premium Services Customers



New iCap Customers using Lexi/Smart Lexi



Key region:

APAC

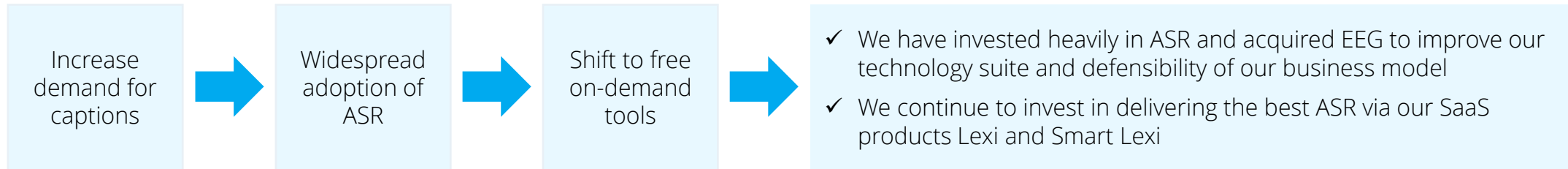
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RoW

Ai-Media is the largest captioning solutions provider in the Australian market, with a truly global client base. Approximately 75% of Ai-Media's total revenue is generated outside of Australia

Adapting to an evolving technology landscape while expanding SaaS offerings

The rapid adoption of free ASR tools resulted in lower Services revenue, however it has contributed to increased SaaS revenue, higher overall gross margin, and a larger total addressable market



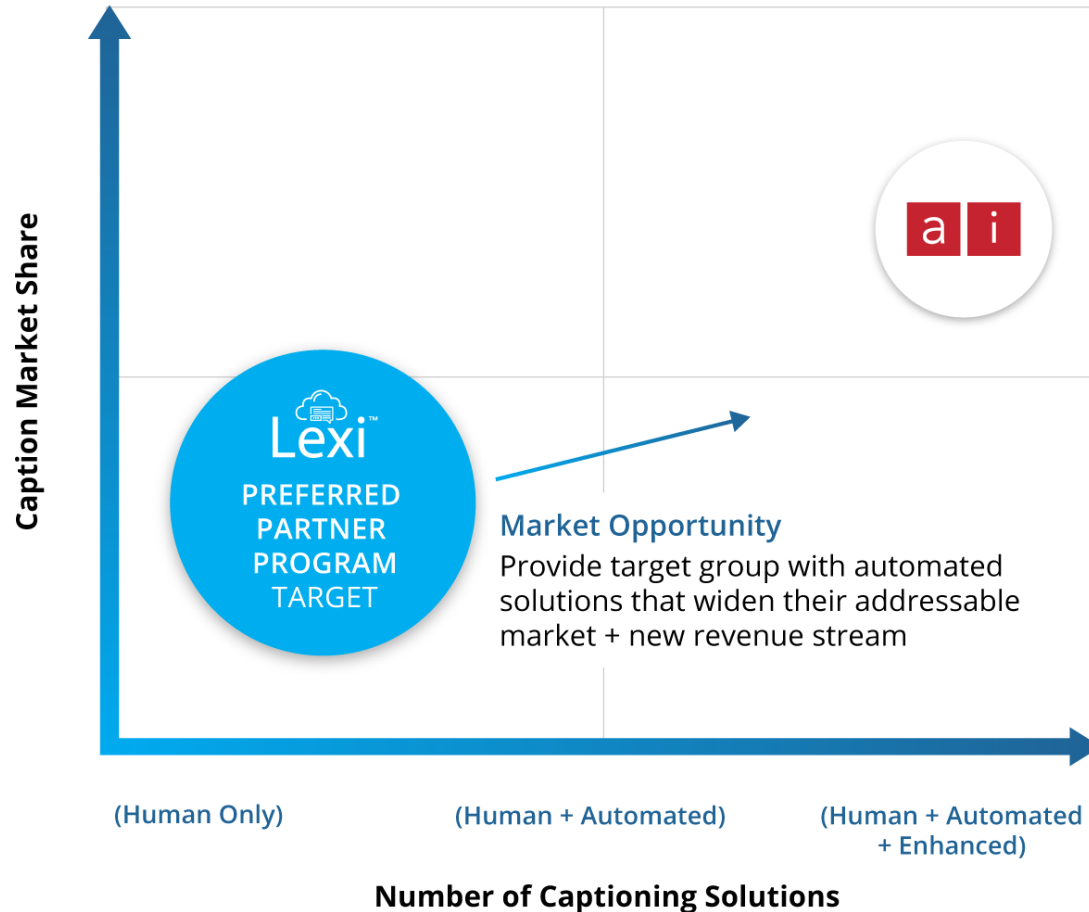
Increasing SaaS revenue remains a core focus and we are prioritising investment in our expanding suite of cloud solutions - we are particularly excited about SubSilo, which launched in June 2022

SubSilo

- Powerful archive and search tool allows users to view live captions of an entire session as raw text
- Through an intuitive web portal, users can search and scroll through time-stamped captions in real time or post session
- SubSilo presents a significant growth opportunity for Ai-Media, providing the chance to upsell our existing captioning customers and target new ones – especially in the government, corporate and media sectors
- The benefits of SubSilo have already been realised by some of the world's most important institutions, including the UK Parliament and the Parliament of New South Wales, as well as our long-standing customers the Seven Network and Sky News Australia

Lexi Preferred Partner Program Driving SaaS Growth

The Lexi Preferred Partner Program positively impacts the growth and adoption of Ai-Media's automated tools by incentivizing iCap human captioning partners to resell Lexi - without any need for technical integration



A mutually beneficial program

- Partners become licensed resellers of Lexi at an exclusive discount, opening up new revenue streams and widening their addressable market
- They have access to a range of benefits, including R&D collaboration, sales team training, marketing collateral, insights reports, exclusive co-marketing initiatives and flexible billing terms
- Ai-Media drives growth through a wide range of channel partnerships, which deliver new sales funnels and enable the business to access a broad range of new customers
- Recently added channel partners include live event providers SpotMe, Cvent, HopIn, Media Platform and Horizon Broadcast
- Key technology partnership with Grass Valley - customers can now add Lexi and Lexi Translate to their content in real time
- Pending negotiations, several more industry players are expected to become partners in the coming months.

Ai-Media is uniquely placed in the market to serve the increasing demand for captioned content

Increased Demand	The outsized demand for live captioned content continues to grow, particularly as people have come to expect it by default
Regulatory Tailwinds	The increasing accessibility regulations of countries seeking compliance with The United Nations' Convention on the Rights of Persons with Disabilities is also driving future demand
Global Engagement	Organisations worldwide are increasingly recognising the many benefits of captions and multilingual translations, including the ability to maximise engagement and global reach for their content

Our unmatched ability to deliver an end-to-end captioning, translation and transcription solution for any customer need has seen us achieve record volume growth in the last year. With our constant product innovation, the expansion of our SaaS offering, and our strategy targeting the biggest and best global organisations

Thank you

For further information

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