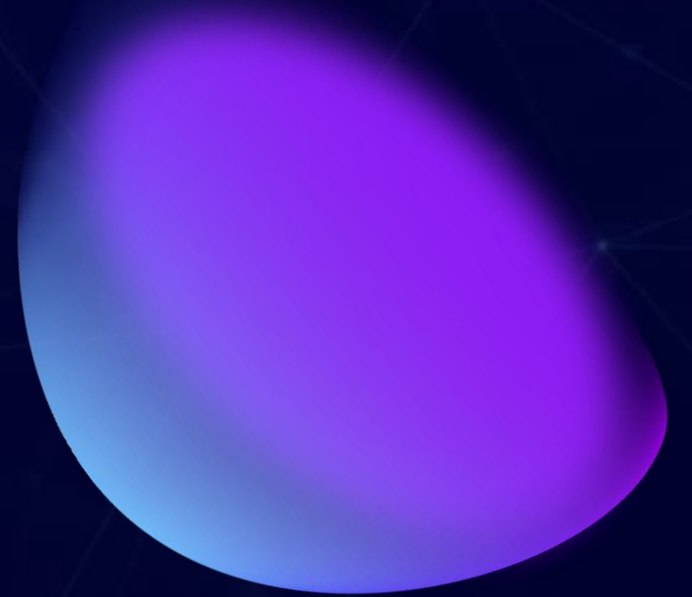


Annual General Meeting

27 November 2024

AI-Media Technologies Limited (ASX: AIM)



AI MEDIA

Agenda

- 01** Welcome
- 02** Chair's Address
- 03** CEO's Address
- 04** Items of Business

Chair Address



FY24 financial highlights

Total revenue¹

\$66.2m

↑ 7%

(FY23: \$61.8m)

Total gross margin

64%

↑ 4%

(FY23: 60%)

Tech gross margin

85%

↑ 1%

(FY23: 84%)

EBITDA

\$4.1m

↑ 24%

(FY23: \$3.3m)

Tech revenue²

\$32.9m

↑ 37%

(FY23: \$24.0m)

Tech gross profit

\$28.0m

↑ 39%

(FY23: \$20.2m)

Cash balance³

\$10.9m

↓ \$6.1m

(FY23: \$17.0m)

Operating cash flow

\$3.6m

↑ 3%

(FY23: \$3.5m)

AI-Media Board



John Martin

Non-Executive
Chair



Tony Abrahams

Co-founder
& CEO



Cheryl Hayman

Non-Executive
Director



Brent Cubis

Non-Executive
Director



Alison Loat

Non-Executive
Director



Otto Berkes

Non-Executive
Director



Brad Bender

Non-Executive
Director

***The two new
US-based
product and
technology
directors'
appointment
to follow after
AGM approval
of resolution 3
in the Notice
of Meeting***

CEO Address



“

AIM's acquisition of EEG in May 2021 set the foundation for AIM's new SaaS business model, with the objective of delivering the best possible AI language tools to high value customers in Broadcast, Government, Enterprise and Education.

AIM's sustainable competitive advantage (or moat) is derived first from the EEG ENCODERS that have a POINT OF PRESENCE in high value customer BROADCAST WORKFLOWS. The installed base of 5,000 EEG Encoders in US/Canada was critical to the successful rollout of LEXI to capture 50% of total US/Canada live captioning market at 90% gross margins, while successfully instigating charging on the iCAP NETWORK.

The ENCODERS are KEY TO THE MOAT because they are a point of presence in customer workflows, which have direct and advance access to the “fire hose” of video, audio and ancillary data, and the ability to strip out individual elements (eg isolated audio, frames of video, timing information) to send across the iCAP NETWORK to the iCAP CLOUD to get the best possible ORCHESTRATION of inputs for each AI engine on the iCAP Cloud.

AIM's core PRODUCT MOAT is NOT AI ENGINES or even the ENCODERS – AIM's MOAT is the automated ORCHESTRATION of complex workflows to synchronize multiple optimized inputs of video, audio, image and text into AI engines frame by frame and second by second.

It is our belief that this MOAT will EXTEND to GOVERNMENT, EDUCATION & ENTERPRISE customers around the world – delivering \$150M in Revenue and \$60M in EBITDA in FY29



**Tony
Abrahams**

”

**Co-founder, CEO &
Shareholder (~17%)**

AI MEDIA

Driving Growth and Success

“

The entire strategic focus of AIM has swung behind achievement of our published

5-year growth target to achieve

\$60M in EBITDA in FY29.



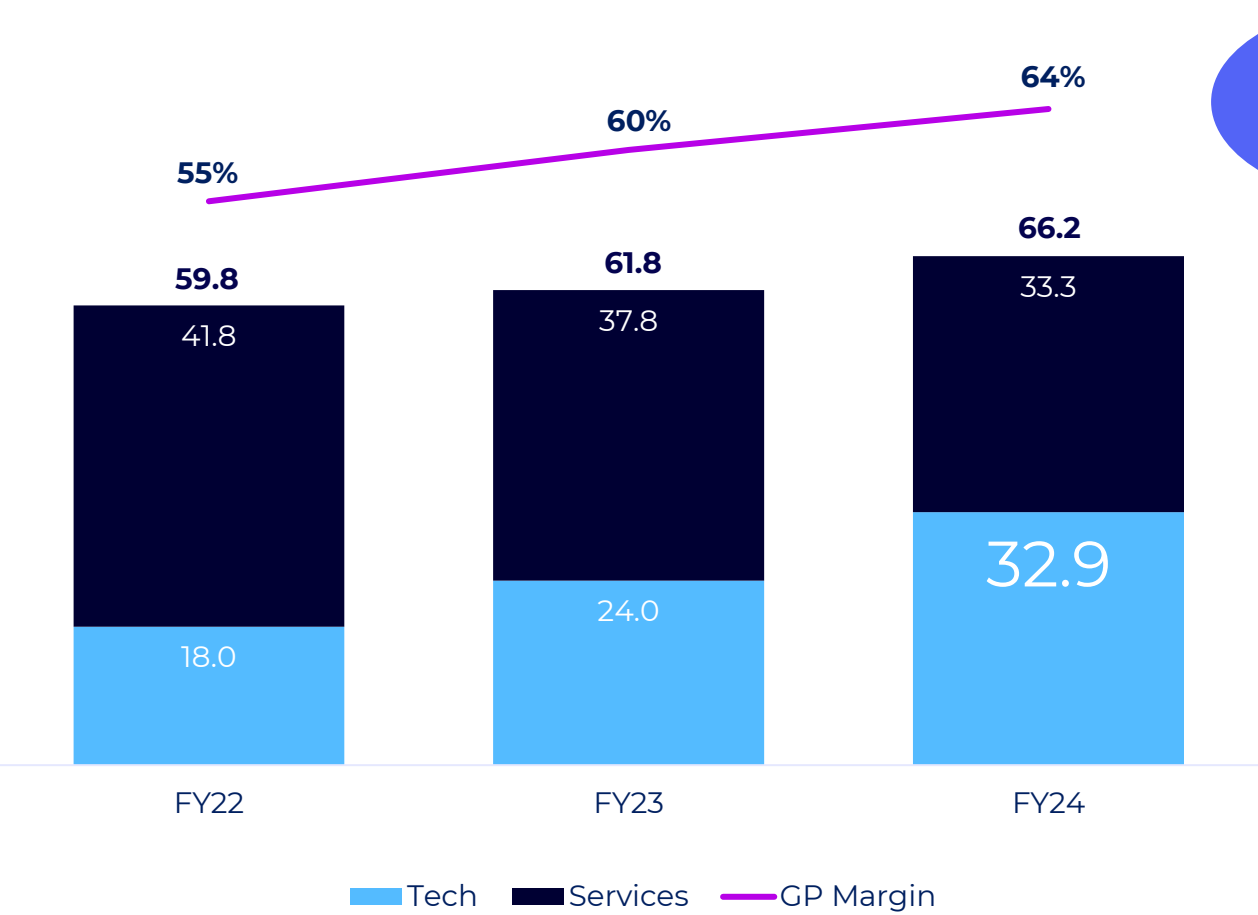
TONY ABRAHAMS

Co-founder, CEO & Shareholder (~17%)

Continued success in executing on transformation strategy to grow technology revenue at higher margins



Revenue composition (\$m) and gross profit margin (%)

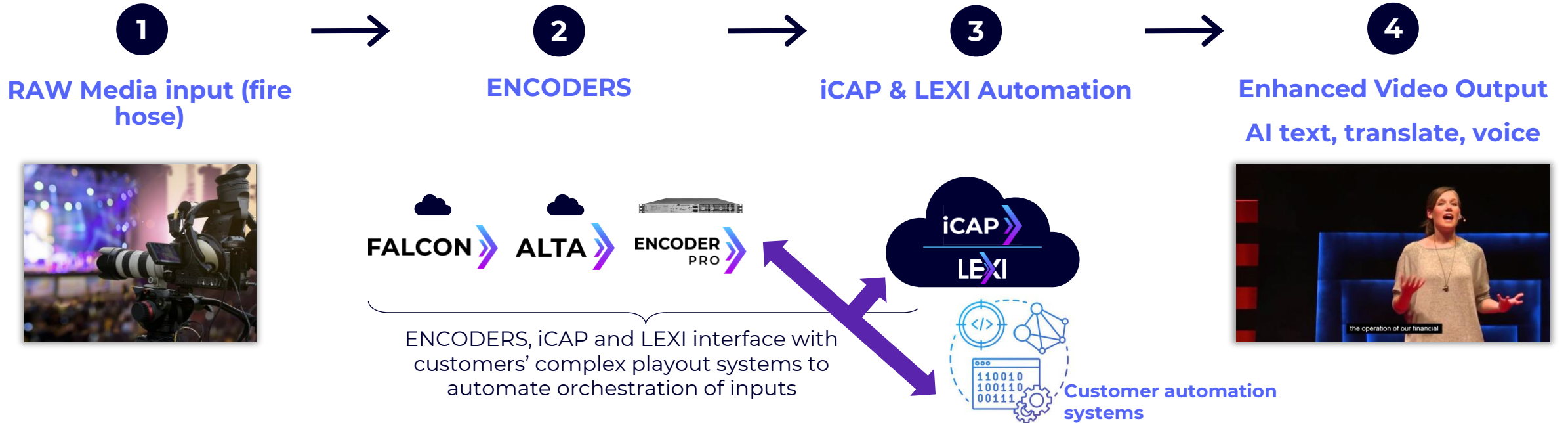


35%
Tech revenue
CAGR

**Targeting >80%
Technology
revenue by
December 2025**

AIM's unique ecosystem embeds AI in customer workflows

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



Live or recorded video source feeds all information into ENCODERS

ENCODERS receive ALL relevant data direct from customer at APPROVED SECURE source due to point-of-presence in the workflow

The iCap network, iCap Cloud and LEXI interface with customers' playout automation systems to serve up best possible audio, video, images and text inputs into AI engines, with automation orchestration including scheduling

LEXI adds elements of text, or AI voice to video output

AI solutions embedded into customer workflows with ENCODERS, NETWORK and LEXI



World leading encoding network, infrastructure and solutions

ENCODERS

Get access to customer audio, video and text data at source

FALCON  **ENCODER PRO**  **ALTA** 

- ✓ ENCODING allows for serving audio, video and text inputs into AI engines
- ✓ Offered as cloud software or hardware
- ✓ Low latency all-in-one solution

NETWORK

Connects devices to each other and the iCap Cloud

iCAP 

- ✓ Scalable encrypted cloud-based network
- ✓ Global standard, servicing 80%+ of US broadcasters
- ✓ Integrated with all ENCODERS and LEXI

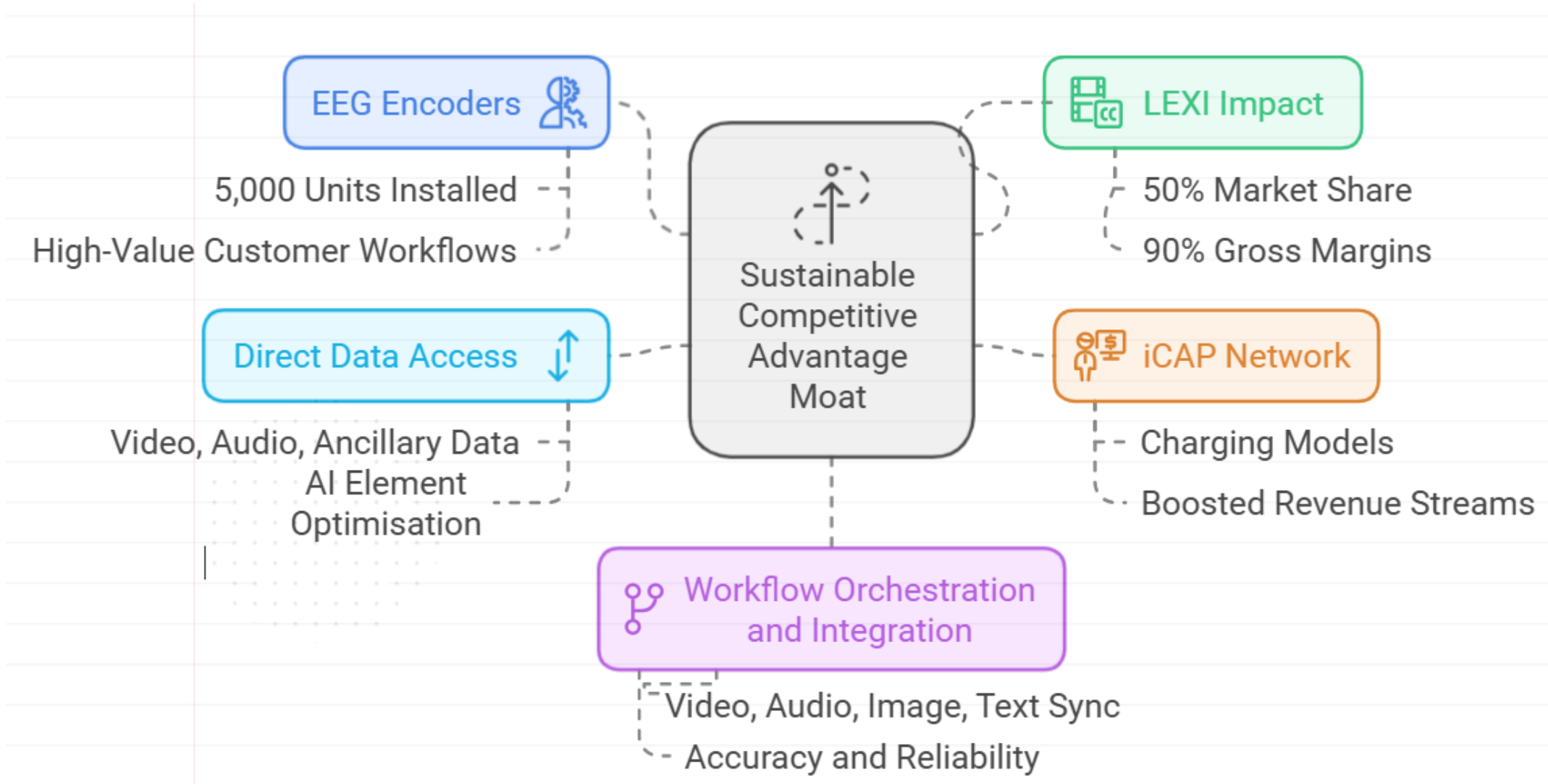
LEXI

Fully automated AI localization products

LEXI 

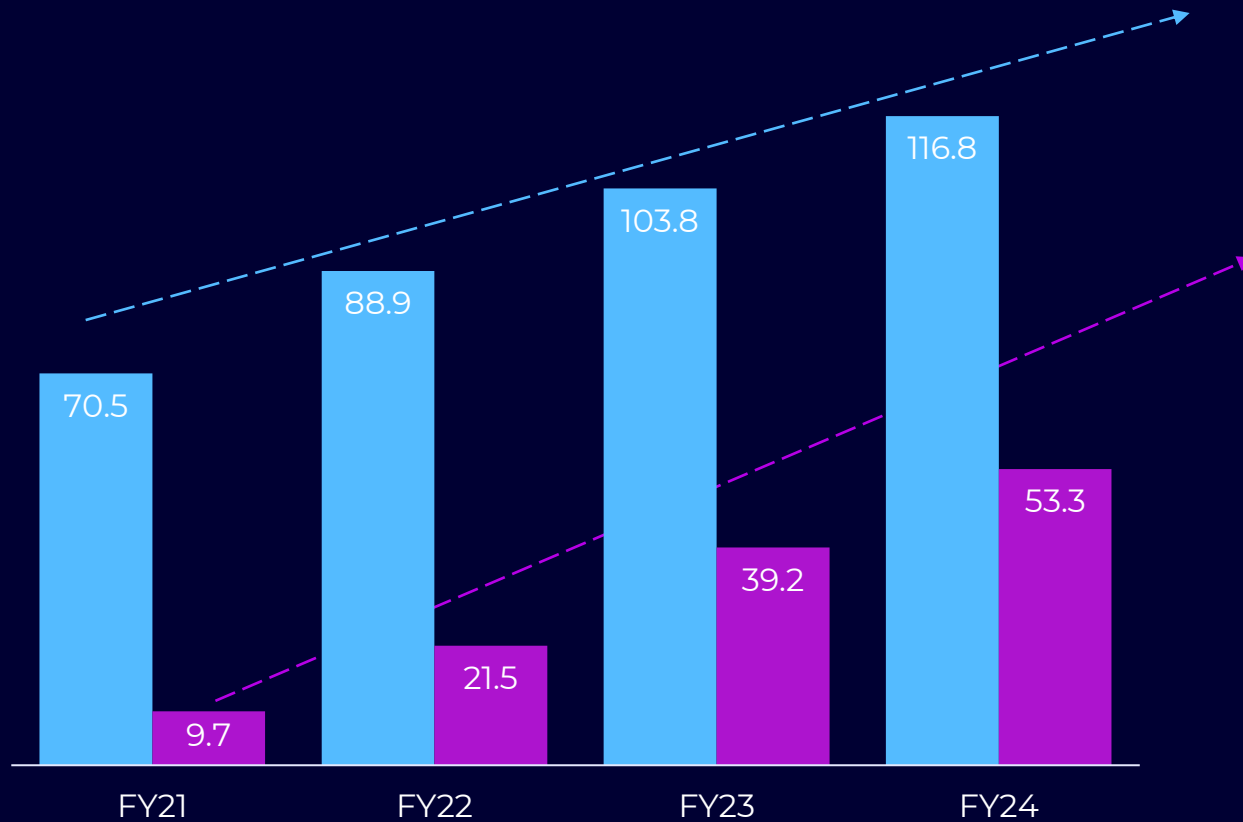
- ✓ Automated AI solutions in text, audio and video
- ✓ Orchestrates customer playout, content and media asset management data with AI tools to optimize quality

AIM strategic moat



Sustained growth in iCap and LEXI continues

■ iCap network usage (millions of minutes)
■ LEXI usage (millions of minutes)



- From FY21 to FY24, usage of the iCap network grew at a CAGR of 18% and LEXI solutions usage grew at a CAGR of 77%
- SaaS LEXI revenue grew by 40% to \$11m from FY23 to FY24
- Now monetizing all 3rd party usage of the iCap network, which includes every major global captioning company
- Increasing encoder penetration provides opportunities to further grow iCap revenue and LEXI revenue

FY24 operational highlights

AI-Media grew all technology products and realised OPEX savings from Services transition

Encoding

- Hardware revenue grew 40% YoY (FY24 \$12.8m vs FY23 \$9.1m)
- Continued maturation of IP video support in Alta
- New SDI encoder for unifying 4K / CCMATCH / AV features and improving manufacturing yield/costs
- Non-English customization to improve regional technical standards and delivery

iCap

- 100% of iCap traffic now being monetised with third party iCap charging implemented in H1 FY24
- Stabilization and reliability improvements on iCap leading to a 50% reduction in incidents
- Enhanced software development kit for 3rd party partners

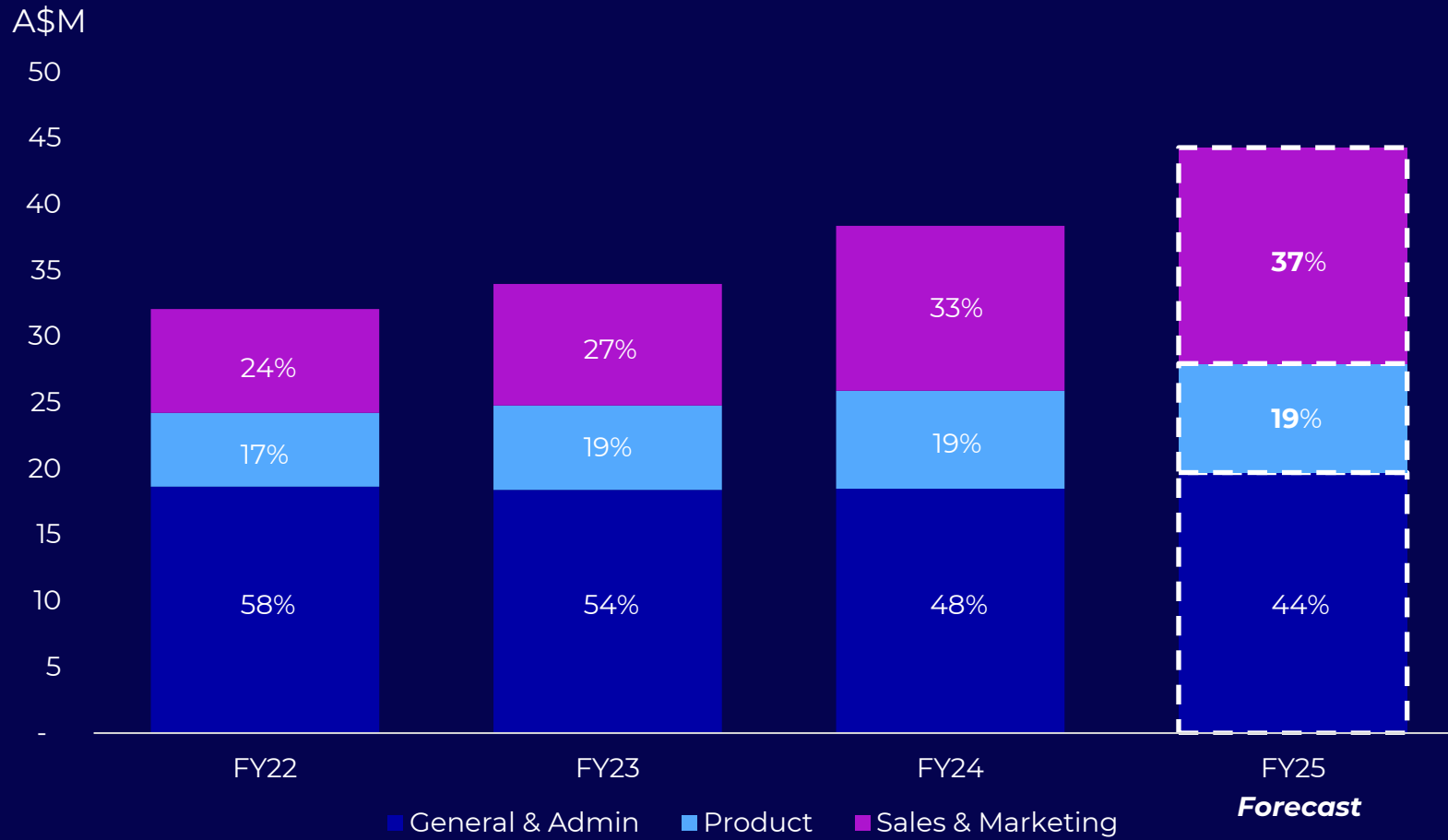
LEXI

- SaaS & Support revenue grew 35% YoY (FY24 \$20.1m vs FY23 \$14.9m)
- LEXI revenue totalled \$11m in FY24 (FY23: \$7.8m)
- Improved LEXI accuracy and formatting, especially speaker attribution
- LEXI DR (Disaster Recovery) launched in February
- LEXI Recorded launched in April

Services Transition

- Transition away from legacy Services fully planned
- Resulted in a reduction in direct costs and overheads
- No new hires since July 2022
- Planning legacy Services system shutdown

Strategic investments achieve product dominance in AI tech with workflow orchestration solutions



- Investments in Sales, Marketing and Product expenses resulted in >30% YoY growth in tech revenue
- Sales & marketing expenditure includes a significant investment in new sales resources and tradeshow attendance
- AIM Annual Summit in February 2025 in US will showcase innovations and build key partnerships
- Tech investments have positioned AIM as a global leader in speech recognition technology

Outlook and Strategy



FY25 growth priorities

Encoders Sales	<ul style="list-style-type: none">• New encoder sales to account for ~30% of FY25 total global sales• Hardware: increase supply velocity and add new model encoders• Virtual Encoders: are forecasted for high growth• ~US\$50,000 Lifetime value per new Encoder
New Markets	<ul style="list-style-type: none">• Win new LEXI customers in established broadcast geographies• Further expand LEXI to enterprise customers• Continue transition of existing human services customers to LEXI
iCap and LEXI Growth	<ul style="list-style-type: none">• Leverage recent LEXI Toolkit product releases to drive growth.• Accelerate conversion of 3rd party iCap users to LEXI and upsell base.• Continue to enhance LEXI Toolkit

Geographic and market expansion strategy

FY25

EMEA



- Focus on growing Encoder sales in region (FY24: 55)
- 14 new countries added YTD
- Signed landmark partnership, with ITV (UK's largest broadcaster)
- Signed a 5-year agreement with Central European Media Enterprise (CME), delivering 24/7 LEXI for 6 stations across the group
- Launched live LEXI captioning in Dutch for Ziggo Sport (NL)

AMERICAS



- Government & LATAM Sales team set up & onboarded. First sales completed
- Revised pricing strategy for LEXI DR & LEXI Local to be rolled out to further grow ARPU & net new customers
- Continue to leverage high penetration of EEG encoders in US broadcast to significantly grow LEXI Live volume & new LEXI services

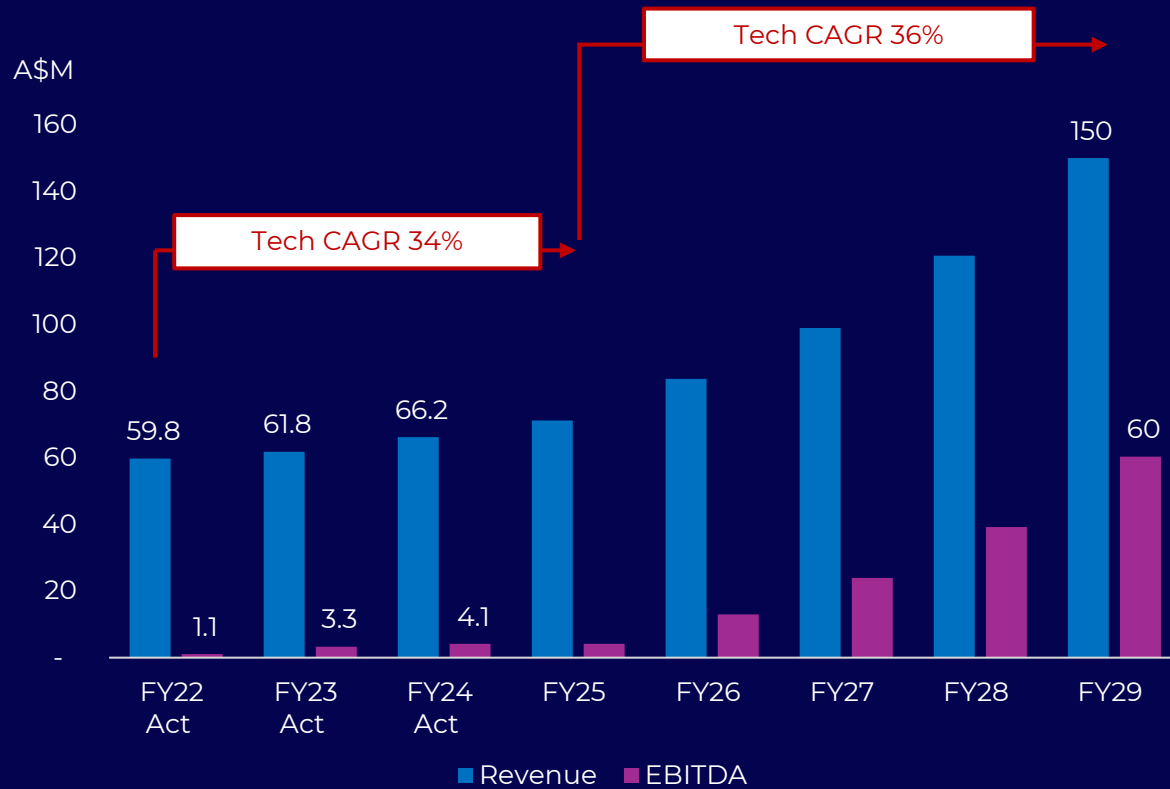
APAC



- Asia expansion underway with Philippines, Korea, Singapore, Malaysia maintaining strong pipeline growth and customer acquisition
- Continue to expand network of country specific resellers in Asia
- Australian broadcast legacy services transition remains as the key tech revenue growth driver in the short term

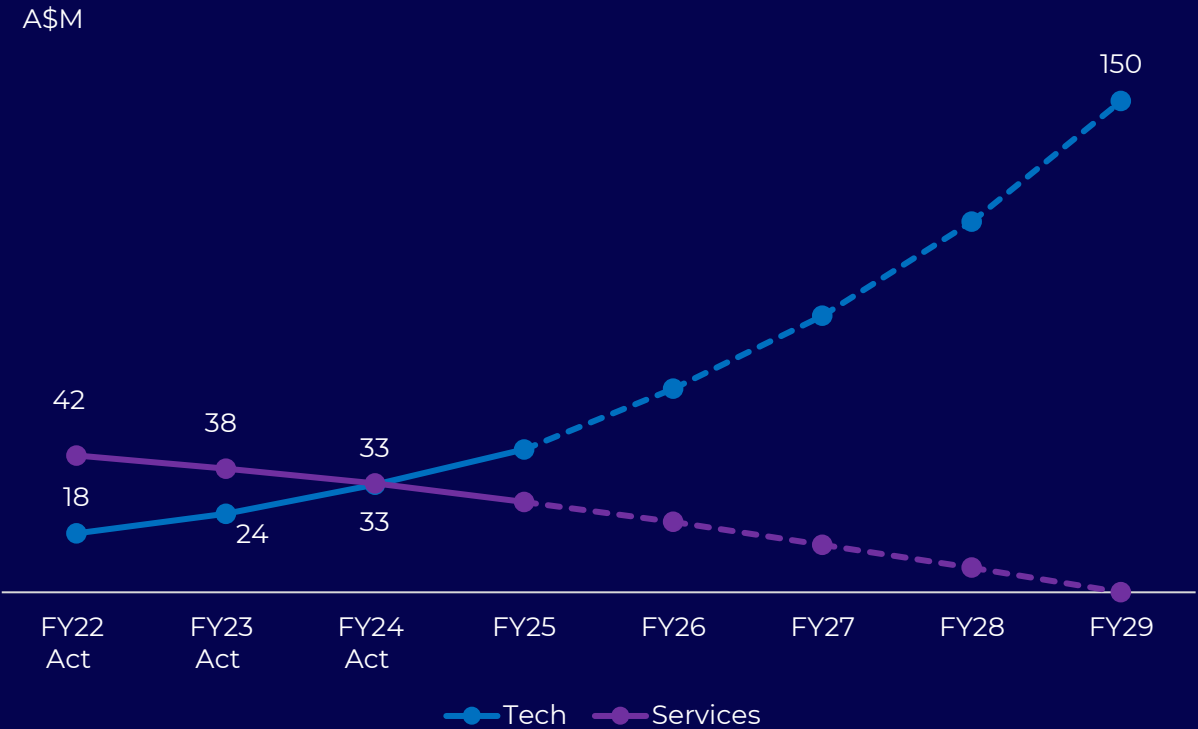
5-year target of \$60m EBITDA in FY29

Revenue and EBITDA Trend



- Tech revenue growth is the key focus area for the business

Revenue Mix



- Rapid decline in Services revenue reflects the shift from resource-intensive, lower-margin offerings to high margin technology generated revenue.

Q&A

Items of business



Item 1

Financial Statements and Report

To receive and consider the financial report, the Directors' report and the Auditor's report for the financial year ended 30 June 2024.

Resolution 1

Adoption of Remuneration Report

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That, in accordance with section 250R(2) of the Corporations Act, the Remuneration Report as set out in the Annual Report be adopted."

Note: The vote on this Resolution is advisory only and does not bind the Directors or the Company.

A voting exclusion applies prohibition statement (please refer to Notice of Meeting)

PROXY & DIRECT VOTES

Resolution 1

Adoption of Remuneration Report

PROXY & DIRECT VOTES FOR AGAINST OPEN USABLE

PROXY & DIRECT VOTES	FOR	AGAINST	OPEN USABLE
	90,696,490	42,040	588,654

Resolution 2

Election of Brent Cubis as a Director

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That Brent Cubis, having previously been appointed as an addition to the Board in accordance with Rule 7.1(c) of the Constitution and who retires in accordance with Listing Rule 14.4, being eligible and offering himself for election, be elected as a Director."

The Directors (with Mr Cubis abstaining) unanimously recommend that Shareholders vote in favour of Resolution 2.

PROXY & DIRECT VOTES

Resolution 2

Election of Brent Cubis as Non-Executive Director

PROXY & DIRECT VOTES	FOR	AGAINST	OPEN USABLE
	126,119,563	813	588,654

Resolution 3

Approval for aggregate remuneration of Non-executive Directors

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That, pursuant to and in accordance with Rule 7.3 of the Constitution and Listing Rule 10.17 and for all other purposes, the maximum aggregate remuneration that may be paid to the Non-executive Directors in any year be set at \$950,000, to be divided among the Non-executive Directors in the manner determined by the Board from time to time."

A voting exclusion applies to this Resolution (please refer to Notice of Meeting).

Resolution 3

Approval for aggregate remuneration of Non-executive Directors

PROXY & DIRECT VOTES	FOR	AGAINST	OPEN USABLE
	87,090,452	3,624,470	588,654

Resolution 4

Renewal of proportional takeover bid provisions in the Constitution

To consider and, if thought fit, to pass the following resolution as a **special resolution**:

"That, for the purposes of sections 648G(4) and 136(2) of the Corporations Act and for all other purposes, the proportional takeover bid provisions contained in Rules 5.4 to 5.8 of the Constitution be renewed for a period of three years commencing from the date of the Meeting."

PROXY & DIRECT VOTES

Resolution 4

Renewal of proportional takeover bid provisions in the Constitution

PROXY & DIRECT VOTES	FOR	AGAINST	OPEN USABLE
	126,117,390	13,313	588,654

Thank you

AI MEDIA



Further Information:

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