FY26 Results

27th August 2026

AI-Media Technologies (ASX: AIM)
Powering the Language Layer for Live and Recorded Video

CLICK HERE
to watch the video

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AIM at a Glance

AI-powered language infrastructure for live and recorded video content

AI-Media enables broadcasters, governments and enterprises to make video and audio accessible and multilingual through AI-powered captioning, translation, voice and accessibility workflows.

$36.0M ARR
+50% in FY26 • 85% gross margin

8,000+ Encoders
Installed global infrastructure

46 Countries
Broadcast · Government · Enterprise

20+ Years
Mission Critical Video Workflow Expertise

How AIM creates value

CONTENT
Video • Audio

AIM INFRASTRUCTURE
Encoders • iCap

AI LANGUAGE SERVICES
Text • Translate • Voice • AD

AUDIENCES
TV • Streaming • Web

AIM combines best-of-breed AI with embedded infrastructure and mission-critical workflows - creating a differentiated platform for accessible and multilingual media.

AI-Media Powers the Language Layer of Live Video

AI-native core. In FY26, we completed the transition of our core captioning infrastructure to AI-native delivery. LEXI Text revenue drove the 42% increase in SaaS to A$34M as we increased our share of the live captioning market.

Expanding the platform. We are applying the same technology platform to adjacent AI-video applications, including live dubbing, audio description and recorded-media workflows.

Embedded distribution. Our hardware and software encoders place LEXI directly inside customer infrastructure. LEXI Direct embeds ALTA-class software and LEXI Text and Voice natively within third-party ecosystems.

Beyond broadcast. LEXI Access uses QR-code access to bring live captioning into education and other non-broadcast environments.

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> *AI-Media takes live video, adds broadcast-grade captions, translated text or translated voice, and delivers it back into broadcast and streaming workflows in real time. We are the world's leading provider of live broadcast captioning technology, with a dominant position in North America.*

Tony Abrahams

Co-founder, CEO & Shareholder (18%)

Jason Singh

Chief Financial Officer

FY26 Financial Performance

Total Revenue	ARR[1]	SaaS Revenue	Legacy Services Revenue
$60.2M	$36.0M	$34.1M	$15.4M
↓ 7%	↑ 50%	↑ 42%	↓ 35%
(FY25 : $64.9M)	(FY25 : $24M)	(FY25 : $24M)	(FY25 : $23.8M)

Total Gross Margin	Product and R&D[3]	Adjusted EBITDA[2]	Cash Balance
73%	$7.7M	$2.1M	$15.9M
↑ 4%pp	↑ 55%	↓ 54%	↑ $1.2M
(FY25 : 69%)	(FY25 : $5M)	(FY25 : $4.6M)	(FY25 : $14.7M)

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1. ARR calculation is based on exit run-rate, June 30, 2026
2. Adjusted EBITDA is a non-IFRS financial measure calculated as EBITDA before share-based payments and restructuring costs. EBITDA was a loss of A$0.3M.
3. 100% of Product and Research and Development is expensed in accordance with the Company's accounting policies. None is capitalised. A further $2M is spent on Corporate IT and is also expensed

FY26: A Higher-Quality Technology Business Emerged

By scaling ARR quickly, the underlying quality of the business improved materially. 2H26 shows the inflection

ARR scaled strongly

$36.0M ARR, +50% vs FY25 at 85% gross margin

There are no HaaS sales recorded in FY26

SaaS continued to grow

$34.1M SaaS revenue, +42% vs FY25, the vast majority of which is LEXI Text

Technology now dominates revenue mix

74% of FY26 revenue is technology

Hardware declined $6.4M in FY26 ahead of refresh cycle upgrades (shipping 1H27)

Legacy Services is retired

Infrastructure platform advanced

New-generation AI-native hardware launched 2H26

LEXI suite expanded

Core products: Text | Encoders

Emerging AI native products: LEXI Voice | LEXI Translate | LEXI Recorded | LEXI Insights | LEXI AD

Profitability improved in 2H

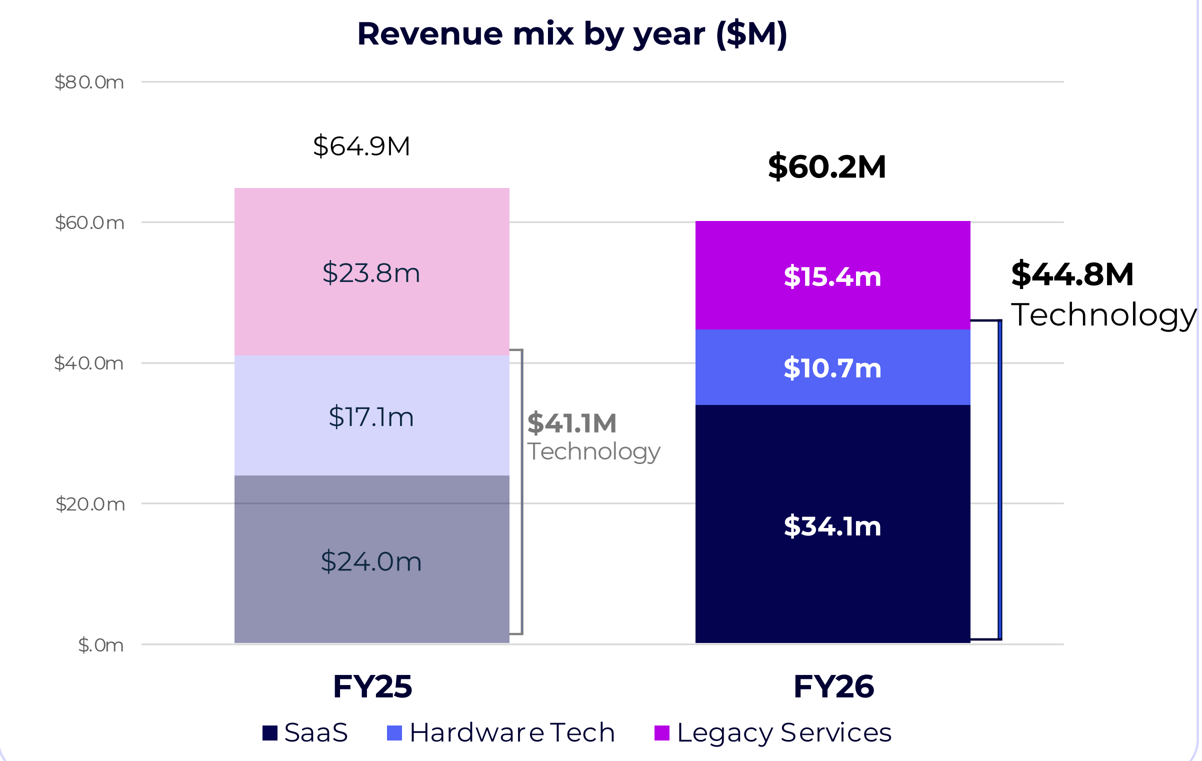
2H26 Adjusted EBITDA $2.5M vs 1H26 $(0.4M)

$7.7M Product & R&D in FY26, fully expensed

FY26 completed AIM's core business-model transition. FY27 focus is recurring revenue growth, leverage and cash generation

The Revenue Mix has Fundamentally Changed

Headline revenue declined as legacy Services exited — while recurring SaaS scaled strongly



74%
Technology share of FY26 revenue

+42%
SaaS revenue growth in FY26

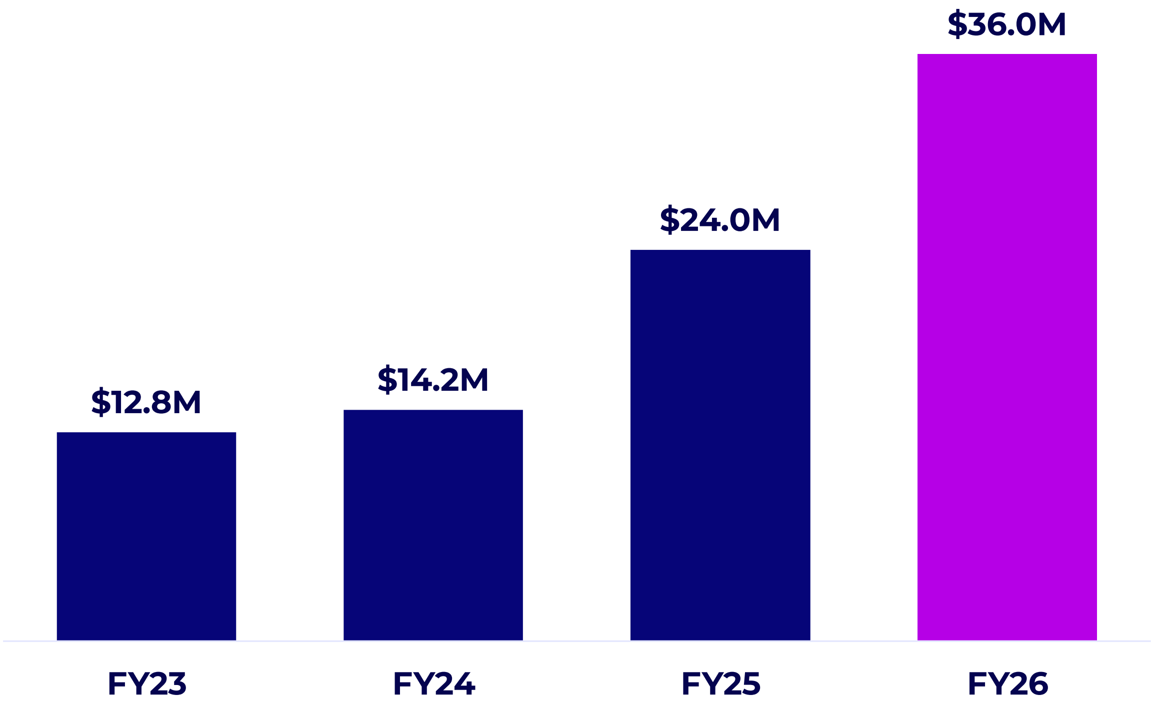
-37%
Hardware revenue declined $6.4M ahead of new encoder launch and refresh cycle

-35%
Legacy Services revenue decline in FY26 as planned

SaaS scaled strongly as legacy Services exited; the new encoder cycle provides a further FY27 growth lever.

LEXI Text Growth Drives $36M ARR at 85% Gross Margin

Recurring Revenue is now AI-Media's core economic engine



+50%
FY26 ARR Growth

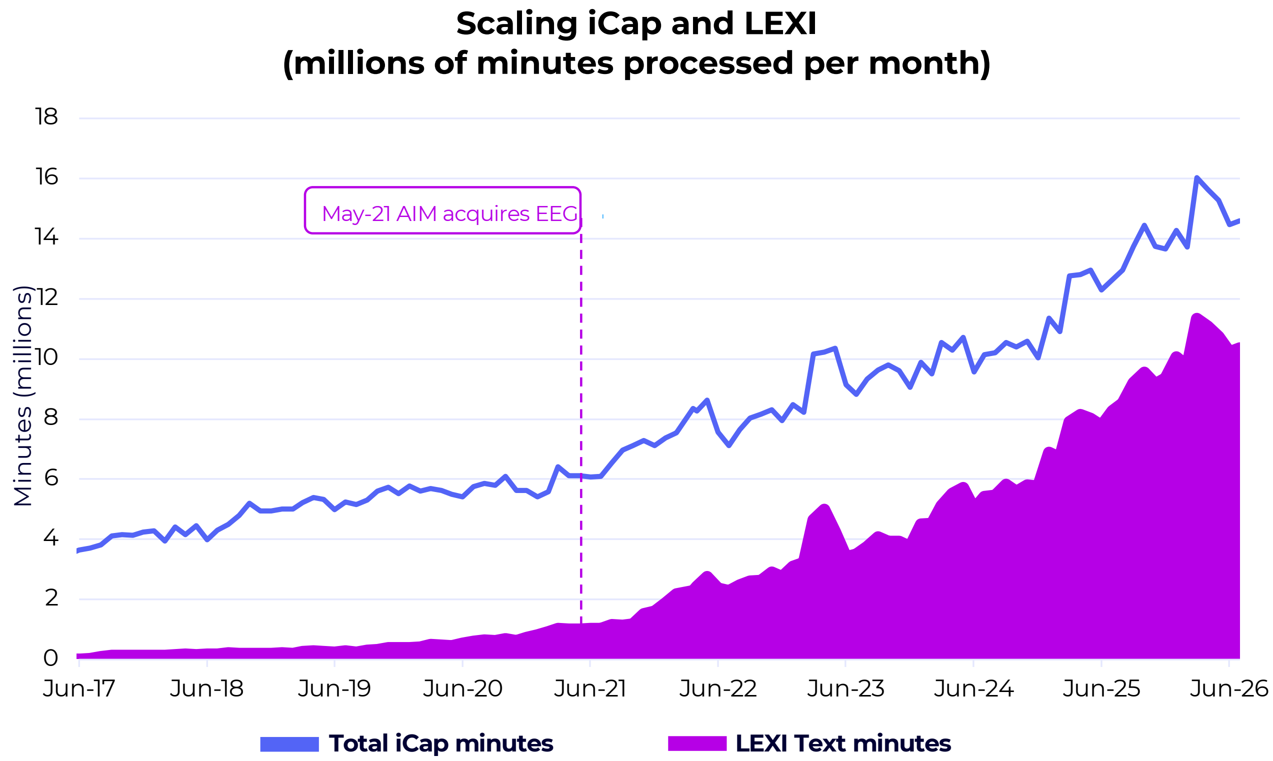
85%
ARR Gross Margin

41%
3-YR CAGR

A larger, higher-margin recurring base enters FY27.
The proven LEXI Text model provides the foundation for commercialising the emerging LEXI suite.

LEXI Text Now Accounts for the Majority of iCap Network* Usage

Recurring revenue has scaled alongside customer usage



68.5%

LEXI share of iCap network in June 2026
(vs 11% in 1H21)

+65%

5-year CAGR in LEXI minutes

+19%

5-year CAGR in total iCap network minutes

LEXI Text grew from 11% to 68.5% of iCap usage as total network volumes expanded - demonstrating that ARR growth is supported by rising customer consumption.

***iCap Network includes LEXI and third-party services through AIM encoders.**

The Moat Is the Workflow—Not the AI Model

AIM's model-agnostic workflow infrastructure becomes more valuable as AI models improve

BEST-FIT AI MODELS POWER LEXI

Google | DeepL | ElevenLabs | XL8 | + others

AI-MEDIA WORKFLOW INFRASTRUCTURE

Encoders | iCap | Orchestration | Security | Integrations

MISSION-CRITICAL CUSTOMER WORKFLOWS

Broadcast | Government | Enterprise

20+ years
Workflow expertise and reliability record

Embedded
Installed infrastructure + integrations

Mission-critical
Reliability | compliance | auditability

High switching costs
Customer-specific workflows + operational trust

As AI models commoditise, value shifts to the infrastructure that integrates them securely into mission-critical production workflows. Each additional LEXI application deepens customer integration and expands the recurring platform opportunity.

Global, Embedded Customer Base

Large, demanding customers across Broadcast, Enterprise and Government create a platform for expansion

CORE SEGMENTS

Broadcast
73% of FY26 revenue

Government
7% of FY26 revenue

Enterprise
20% of FY26 revenue

AMER

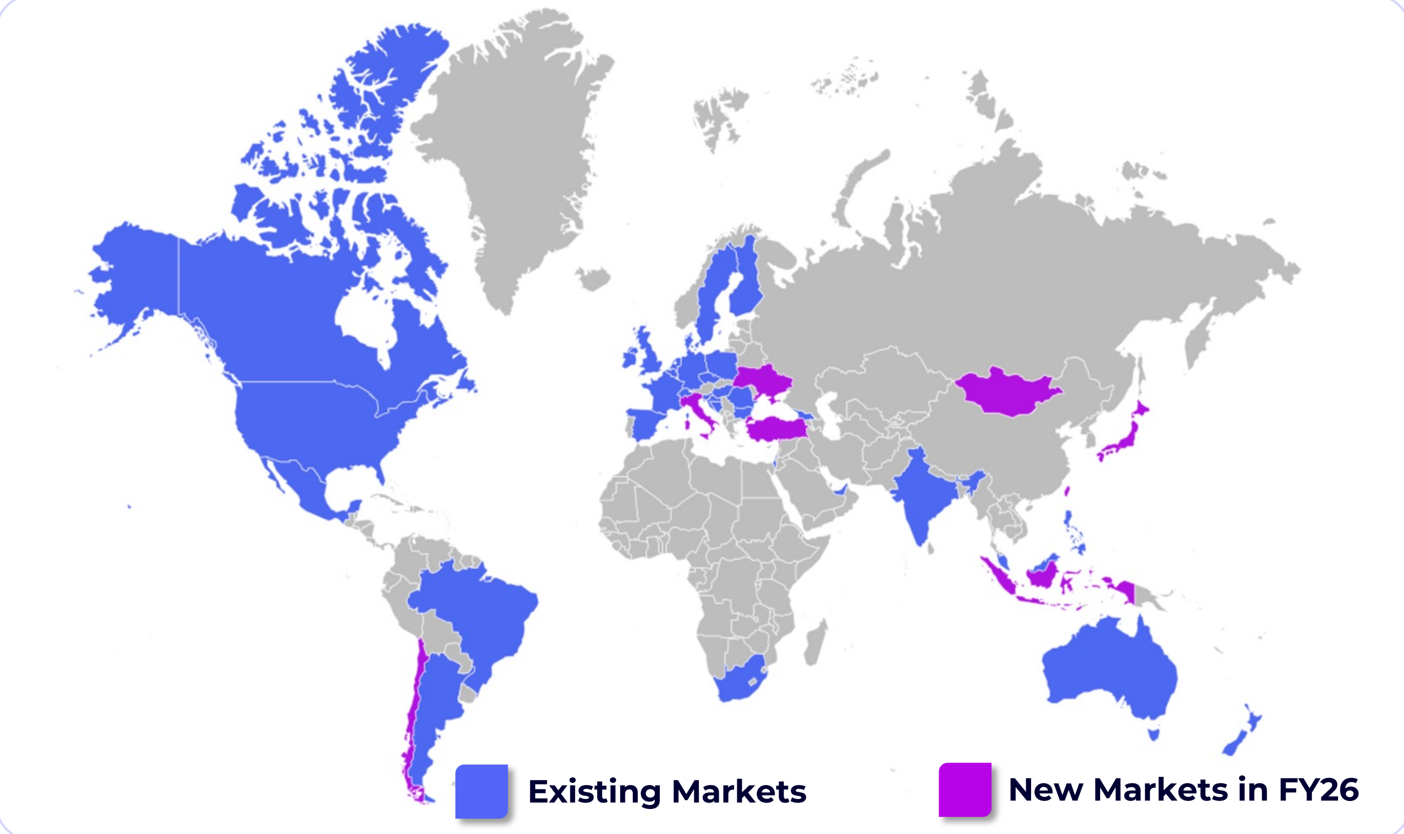
EMEA

APAC

The installed customer base provides a platform for cross-sell, encoder refresh and adoption of additional LEXI workflows.

AIM's Global Expansion Progress

Now servicing a total of 46 countries



+9 territories added in FY26

1. Chile
2. Guernsey
3. Italy
4. Ukraine
5. Turkey
6. Taiwan
7. Mongolia
8. Indonesia
9. Japan

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Next-Generation Encoders Create a Clear Upgrade Path

Modern security, higher processing power and multilingual Voice expand AIM's installed infrastructure to ship in 1H27

HD492

Installed base

- ✓ Core HD caption workflows
- ✓ Reliable caption encoding
- ✗ No Voice capability
- ✗ Legacy security architecture

Installed base for core HD workflows

→

UHD592 NEW FY27

Upgrade path

- ✓ Native 4K / UHD support
- ✓ Higher processing power
- ✓ Modern security architecture
- ✓ 1 LEXI Voice channel

Upgrade path to UHD + entry Voice

→

AIX-1 NEW FY27

AI-driven multilingual

- ✓ GPU-accelerated AI processing
- ✓ Audio separation + clean-up
- ✓ Modern security architecture
- ✓ 5 Voice + up to 6 Text channels

Scaled multilingual Voice delivery

Key customer implications

- Clear upgrade path from existing HD estate
- 4K UHD readiness + entry Voice capability
- Multilingual Voice from a single event
- Security + future compliance alignment

AIM now has a clear upgrade path from core captioning to UHD and scaled GPU-powered multilingual Voice

FY27-FY28 Refresh Opportunity with Installed Base

New encoders anticipated to accelerate infrastructure upgrade from existing customers

8,000+

installed encoders globally

Large embedded estate already embedded in customer workflows

2,200+

refreshable units >5 years old

Aged fleet creates a practical conversion pool for FY27-FY28 execution

NEW FY27

3

next-generation AI-native platforms

UHD592 + AIX-1 expand processing, security and Voice capability
LEXI Direct connects to third party architecture

2

commercial models

Capex + HaaS provide flexible customer adoption paths

Why customers refresh

Aged infrastructure meets new workflow demands

- Security
- Processing power
- 4K / UHD
- Voice capacity
- Multilingual workflows

FY27 priority: systematically convert the ageing installed estate to next-generation infrastructure.

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FY26 Financial Highlights

FY26 Reset AIM's Revenue Mix and Cost Base for FY27

Headline revenue declined as planned, while recurring revenue, H2 earnings and liquidity strengthened

Revenue mix	• Total revenue $60.2M (-7%) • SaaS revenue $34.1M (+42%) • Legacy Services exit as planned in FY26
Hardware cycle	• 37% revenue decline in FY26 • Inventory accumulated ahead of next-generation AI native Encoder shipments in FY27 following launch in April 2026 at NAB Conference
Earnings inflection	• Adjusted EBITDA improved from first half loss $0.4M → H2 profit $2.5M • Approximately $3M annualised savings entering FY27, following peak product investment in 1H26.
Investment and liquidity	• $7.7M Product/R&D fully expensed • $2.4M operating cash flow • $15.9M cash and no external debt.

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FY26 Summary Profit and Loss

A$M	FY26	FY25	Variance	Growth %
Tech revenue	**44.8**	**41.1**	**3.7**	**9%**
SaaS	34.1	24.0	10.1	42%
Hardware	10.7	17.1	(6.4)	(37%)
Services revenue	**15.4**	**23.8**	**(8.4)**	**(35%)**
Total revenue	**60.2**	**64.9**	**(4.7)**	**(7%)**
Tech gross profit	38.2	35.5	2.7	8%
Services gross profit	5.6	9.6	(4.0)	(42%)
Gross Profit	**43.8**	**45.1**	**(1.3)**	**(3%)**
GP margin %	73%	69%	4%	5%
Sales & Marketing	15.9	15.5	0.4	3%
IT, Product and R&D	9.7	7.5	2.2	29%
General and Admin	18.5	18.8	(0.3)	(2%)
Total operating expenses	**44.1**	**41.8**	**2.3**	**6%**
EBITDA	**(0.3)**	**3.3**	**(3.6)**	**(109%)**
Share based payments/ Restructuring cost	2.5	1.3	1.2	92%
Adjusted EBITDA	**2.1**	**4.6**	**(2.5)**	**(54%)**
Operating cashflow	2.4	5.3	(2.9)	(55%)
Cash at Bank	**15.9**	**14.7**	**1.2**	**8%**
Cash Conversion %	114%	115%		

Hardware sales lower ahead of release of new Encoders in 1H27

Accelerated decline in services revenue of **35%**
Services now represents 26% of total revenue

85% GM from technology revenue, improving overall gross margin by **4 percentage points** vs the pcp

The increase reflects planned investment in engineering and product capability with external resources, to support accelerated roadmap delivery, resources have now been released

Shortfall driven by lower-hardware revenue, higher R&D investment of $2M.

Increase in cash balance was driven by cash collections

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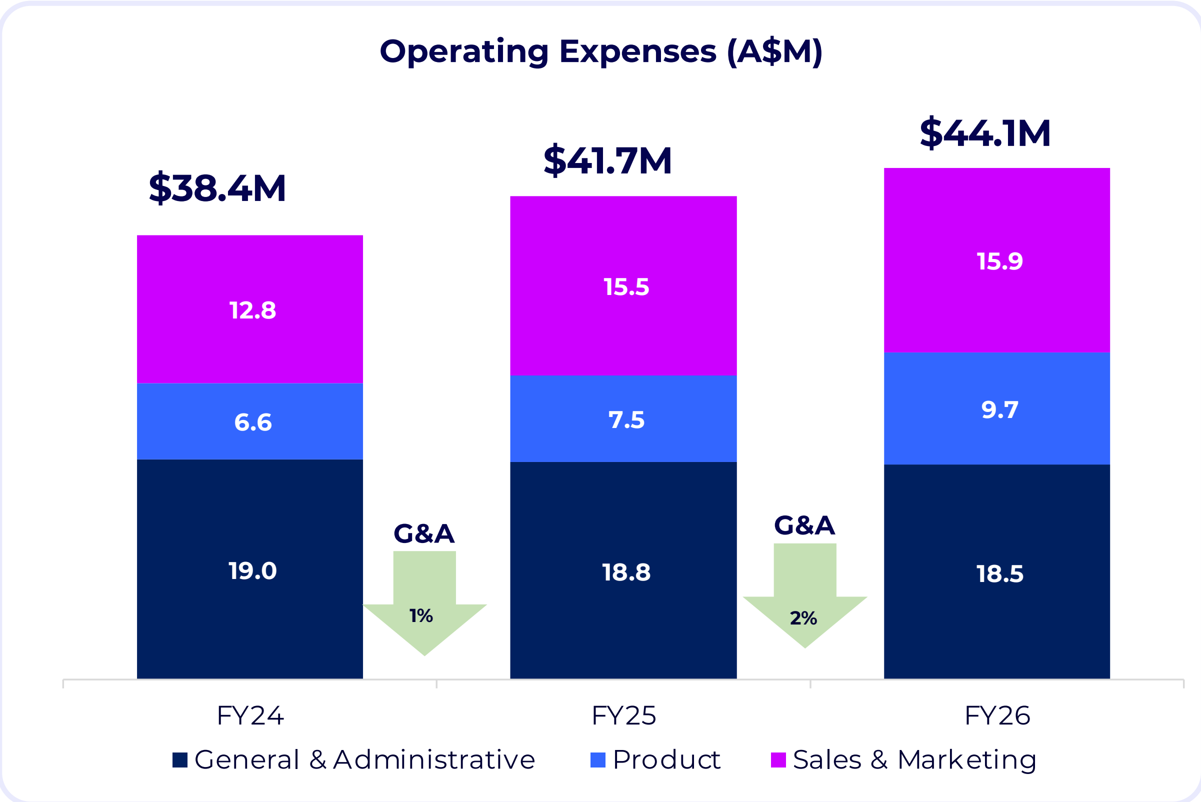
Disciplined Cost Management and Targeted Investment



Sales investment up 3%

Product investment up 29%

- All R&D and Product development is expensed when incurred - not capitalised. (FY26=$7.7M, representing 13% of total revenue). $2M related to IT services

General & Administrative reduced by 2%

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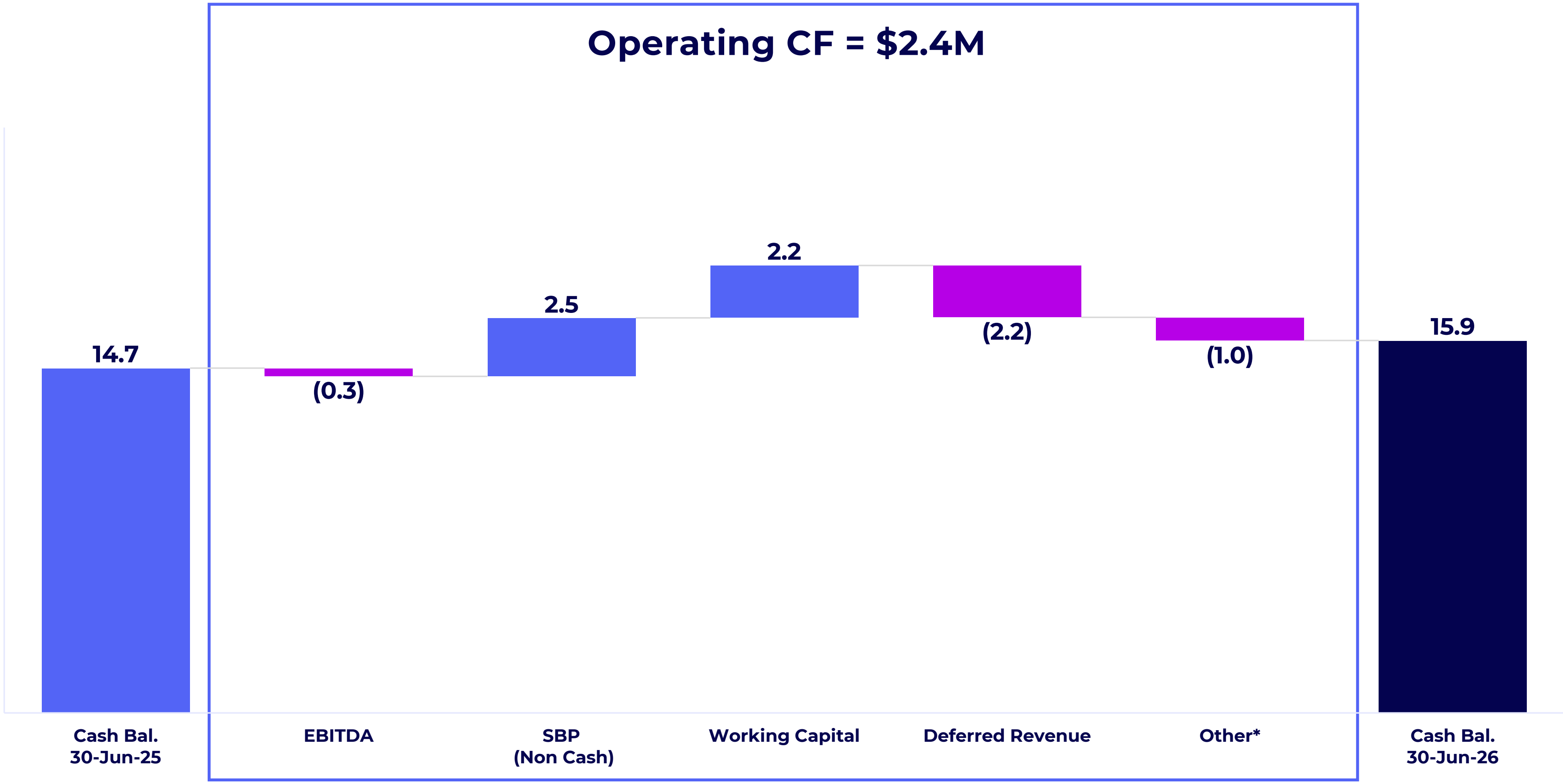
FY26 Cash Increase of $1.2M



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* CAPEX $0.4M, FX $0.4M and Other

Growth Strategy & Outlook

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AI-Media Ecosystem

Four Growth Priorities for FY27

Scale the recurring core, convert the installed base and commercialise the broader LEXI platform

1 SCALE LEXI TEXT

- Scale the US broadcast transition from third-party human captioning to LEXI
- Expand broadcast adoption across EMEA and APAC
- Extend to Education vertical

2 CONVERT INSTALLED ENCODER BASE

- Systematically upgrade the ageing installed encoder fleet
- Ship UHD592 and AIX-1; deploy software based LEXI Direct
- Offer flexible CapEx and hardware-as-a-service adoption paths

3 COMMERCIALISE LEXI VOICE

- Convert customer validation and early adoption into contracted recurring revenue
- Deploy through UHD592, AIX-1, ALTA and LEXI Direct
- Scale multilingual Voice workflows across existing customers

4 EXTEND LEXI PLATFORM

- Commercialise LEXI Recorded, AD and Insights
- Same platform, encoder footprint and partner ecosystem across LEXI Suite
- Prioritise applications that deepen integration and recurring revenue

FY27 focus: convert installed reach and product investment into recurring platform revenue.

Growth Strategy is Replication—Not Reinvention

In FY26 one segment (AMER Broadcast) represented 55% of revenue, driven by two products: LEXI Text and Encoders
The remaining 8 segments are the runway for growth

1

Proven revenue segment.

8

Opportunities to scale and grow with existing solutions.

9 — 3 Regions, 3 Industries	AMER	EMEA	APAC
BROADCAST	**CORE** 55% OF FY26 REVENUE LEXI Text and Encoders	**SCALE** Replicate the proven broadcast model	**SCALE** Replicate the proven broadcast model
GOVERNMENT	**BUILD** Government workflows	**BUILD** Government workflows	**BUILD** Government workflows
ENTERPRISE	**EXPAND** Direct and partner routes	**EXPAND** Direct and partner routes	**EXPAND** Direct and partner routes

GLOBAL LEXI SUITE ACROSS ALL REGIONS: **LEXI Text · LEXI Voice · LEXI Recorded · LEXI AD · LEXI Insights**

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Nine Squares. One Global Product Agenda

3 industries × 3 regions, with global products and focused hardware, education and third-party platform integrations

9 | 3 Regions 3 Industries

	AMER	EMEA	APAC
BROADCAST	GLOBAL LEXI SUITE ACROSS ALL REGIONS **LEXI Text · LEXI Voice · LEXI Recorded · LEXI AD · LEXI Insights** NEW HENCS – BROADCAST ONLY LEXI DIRECT – BROADCAST 3P PLATFORMS		
GOVERNMENT	GLOBAL LEXI SUITE ACROSS ALL REGIONS **LEXI Text · LEXI Voice · LEXI Recorded · LEXI AD · LEXI Insights** Accessible, multilingual government workflows in every region		
ENTERPRISE Corporate · Events · Education	GLOBAL LEXI SUITE ACROSS ALL REGIONS **LEXI Text · LEXI Voice · LEXI Recorded · LEXI AD · LEXI Insights** LEXI ACCESS – EDUCATION IN ALL REGIONS LEXI DIRECT – ENTERPRISE 3P PLATFORMS		

The Nine Squares remain the execution model; one global product agenda scales through AMER, EMEA and APAC.

LEXI Voice – Commercialisation

Commercial deployments validating LEXI Voice across two key use cases

City of Sacramento

~30 MEETINGS / MTH

- Live English captions plus real-time Spanish voice translation across two City Hall locations.
- Demonstrates a repeatable Government accessibility workflow

COMMERCIAL PROOFPOINT

MNEWS – Taiwan (Partner = IDT)

LIVE-TO-AIR DEPLOYMENT

- English to Traditional Chinese translation plus real-time Mandarin dubbing.
- Demonstrates broadcast-quality localization

COMMERCIAL PROOFPOINT

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Attractive TAM

The emerging LEXI Suite expands AIM from its core Text market into much larger language, voice and AI infrastructure

Core Market

~ US$2bn

Text/ Captioning

Core captioning solutions

Adjacent Market

~ US$4-6bn

Video, Voice & Localisation

Real-time voice, dubbing and localization solutions for video content

Broader Market

~ US$70bn

All language-services

The global language and voice infrastructure market across industries and use cases

AIM is unlocking more Text TAM and more adjacent AI-infrastructure solutions. From US$2bn today to US$70bn opportunity with the emerging LEXI Suite.

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Source: Nimdzi 100 Report, 2023: Frost & Sullivan

AIM Enters FY27 as a Higher-Quality Recurring Business

FY26 established the growth, margin, moat and funding base against which investors can assess FY27

	INVESTMENT PILLAR	FY26 EVIDENCE	FY27 INVESTOR SCORECARD
1	RECURRING GROWTH ENGINE	$36.0M ARR | +50% $34.1M SaaS revenue | +42%	ARR + recurring revenue growth
2	HIGH-QUALITY REVENUE	85% ARR gross margin | 74% technology mix 73% group gross margin	ARR margin + customer retention / net expansion
3	DURABLE WORKFLOW MOAT	Installed encoder estate | iCap network Embedded, mission-critical customer workflows	Installed-base conversion + platform adoption
4	MULTIPLE FY27 PLATFORM LEVERS	LEXI Text | LEXI Encoders | LEXI Voice LEXI Recorded | LEXI AD | LEXI Insights	New-product revenue contribution
5	FUNDED OPERATING LEVERAGE	$15.9M cash | no external debt $7.7M Product/R&D fully expensed	Adjusted EBITDA + cash generation

FY27 must demonstrate that recurring scale converts into durable earnings, cash generation and broader platform revenue.

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FY26: The Baseline for AIM's FY27 Technology Scorecard

Investors can assess progress through recurring growth, revenue quality, earnings conversion and platform expansion

1 RECURRING GROWTH	2 REVENUE QUALITY	3 EARNINGS CONVERSION	4 PLATFORM EXPANSION
$36.0M	**85%**	**$2.1M**	**LEXI SUITE**
ARR | +50%	**ARR GROSS MARGIN**	**ADJUSTED EBITDA**	**VOICE | AD | RECORDED**
$34.1M SaaS revenue | +42%	A larger, high-margin recurring base	H2 $2.5M | H1 $(0.4)M	More applications on AIM's installed platform
FY27 INDICATOR	FY27 INDICATOR	FY27 INDICATOR	FY27 INDICATOR
ARR and SaaS revenue growth	**ARR gross margin and customer churn / retention**	**Adjusted EBITDA and cash generation**	**New-product adoption and revenue contribution**

FY26 proved the recurring model. FY27 must demonstrate that scale converts into durable earnings and broader platform revenue

Q&A

Additional Information

Profit & loss statement

For the year ended 30 June 2026

	30-Jun-26 ($M)	30-Jun-25 ($M)	Var ($M)
Revenue	**60.2**	**64.9**	**(4.7)**
Cost of sales	(16.4)	(19.8)	3.4
Gross Profit	**43.8**	**45.1**	**(1.3)**
Operating expenses	(44.1)	(41.7)	(2.4)
EBITDA	**(0.3)**	**3.3**	**(3.6)**
Depreciation and amortisation	(3.6)	(3.9)	0.3
EBIT	**(3.9)**	**(0.6)**	**(3.3)**
Net interest income	0.1	0.0	0.1
Profit/(loss) before tax	**(3.8)**	**(0.5)**	**(3.3)**
Income tax expense	(0.4)	(1.1)	0.7
Net profit/(loss) after tax	**(4.2)**	**(1.7)**	**(2.5)**
GP Margin %	73%	69%	4%
Share based payments and restructuring costs	(2.5)	(1.3)	(1.2)
Adjusted EBITDA	**2.1**	**4.6**	**(2.5)**

Note: Totals may not add up precisely due to rounding

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Balance sheet

As at 30 June 2026

	30-Jun-26 ($M)	30-Jun-25 ($M)	Var ($M)
Cash and cash equivalent	15.9	14.7	1.2
Trade receivables	10.2	14.5	(4.3)
Other current assets	7.5	7.4	0.1
Total current assets	**33.5**	**36.6**	**(3.1)**
Property, plant and equipment	4.7	5.4	(0.7)
Intangibles	49.2	54.1	(4.9)
Other non-current assets	4.4	4.4	(0.0)
Total non-current assets	**58.3**	**64.0**	**(5.6)**
Total assets	**91.8**	**100.6**	**(8.7)**
Trade payables	1.6	2.3	(0.7)
Deferred revenue	7.1	8.9	(1.8)
Other current liabilities	9.7	9.2	0.5
Total current liabilities	**18.4**	**20.4**	**(2.0)**
Deferred revenue	1.0	1.7	(0.7)
Other non-current liabilities	2.2	3.2	(1.0)
Total non-current liabilities	**3.2**	**4.9**	**(1.7)**
Total liabilities	**21.5**	**25.3**	**(3.7)**
Net assets	**70.3**	**75.3**	**(5.0)**
Equity	**70.3**	**75.3**	**(5.0)**

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Note: Totals may not add up precisely due to rounding

Cash flows

For the year ended
30 June 2026

	30-Jun-26 ($M)	30-Jun-25 ($M)	Var ($M)
Receipts from customers (incl. of GST)	68.6	73.6	(5.0)
Payments to suppliers and employees (incl. of GST)	(66.1)	(67.6)	1.5
Interest received	0.2	0.1	0.1
Interest and other finance costs paid	(0.1)	(0.0)	(0.1)
Income taxes paid	(0.1)	(0.8)	0.7
Net cash from operating activities	**2.4**	**5.3**	**(2.9)**
Payments for property, plant and equipment	(0.4)	(1.0)	0.6
Payment for intangibles	(0.0)	(0.1)	0.0
Net cash used in investing activities	**(0.4)**	**(1.0)**	**0.6**
Repayment of premium funding	(0.1)	(0.4)	0.3
Repayment of lease liabilities	(0.3)	(0.3)	0.0
Net cash used in financing activities	**(0.4)**	**(0.7)**	**0.3**
Effects of exchange rate changes	(0.4)	0.2	(0.6)
Net increase/(decrease) in cash and cash equivalents	**1.2**	**3.8**	**(2.7)**

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Note: Totals may not add up precisely due to rounding

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