

AGM Update and FY27 Guidance

Sydney, Australia, 30 September 2026: Ai-Media Technologies Limited (**AI-Media** or the **Company**) (**ASX: AIM**) today outlines its FY27 outlook and commercial priorities at its 2026 Annual General Meeting in Sydney.

The Company's focus is to grow high-margin recurring revenue from its LEXI platform and convert its established customer relationships, global infrastructure and product investment into stronger earnings and cash generation.

Highlights

- **FY27 year-end Annual Recurring Revenue (ARR) guidance of \$44–46 million, representing approximately 22–28% growth from \$36 million at 30 June 2026.**
- **FY27 Total Revenue guidance of \$61–63 million and Adjusted EBITDA guidance of \$3.5–4.5 million.**
- **ARR gross margins expected to remain around 85%.**
- **Established global footprint spanning 46 countries and more than 8,000 installed encoders, with over 2,200 units more than five years old providing an addressable refresh opportunity in FY27-FY28.**
- **Retention of all top 20 customers for a fifth consecutive year in FY26 supports the strength of AIM's established customer relationships.**
- **The FY27 guidance reflects AIM's focus on revenue quality and operating leverage, with continued high-margin ARR growth expected to support materially faster growth in Adjusted EBITDA than in total revenue.**

An established platform for recurring growth

AI-Media connects AI-powered language services (LEXI suite) to the systems its customers already use to produce and distribute mission-critical live and recorded video content. Customers access LEXI through physical and software encoders, LEXI Direct and partner integrations.

The LEXI Edge infrastructure provides an established route to market for captioning, translation, voice and additional LEXI capabilities. Recurring revenue can continue to expand as customers increase usage, add languages and adopt further AI-native products within existing mission-critical workflows.

Hardware is available through outright purchase (capex) or recurring hardware-as-a-service (HaaS), with a target gross margin of 70% under both models. Managed Services has a target gross margin of 50%. These revenue streams are distinct from ongoing LEXI subscription revenue, which has a target gross margin of 85%.

AIM's differentiation centres on integration into demanding customer workflows, accuracy, latency, operational reliability and customer support. Customer data protection, cybersecurity and data sovereignty are priorities in the Company's 2026 AI-native product upgrades. Its model-agnostic approach allows AIM to incorporate evolving AI capabilities while continuing to develop the infrastructure and customer relationships through which those capabilities are delivered.

AIM enters FY27 with a substantially larger high-margin recurring revenue base. In FY26, ARR increased 50% to \$36 million at year-end, while FY26 SaaS revenue increased 42% to \$34.1 million. Technology represented 74% of Group revenue. At 30 June 2026, the Company held \$15.9 million in cash and had no external debt. The Company's \$7.7 million of product and R&D expenditure in FY26 was fully expensed.

FY27 commercial priorities

AIM's FY27 commercial priorities are to scale LEXI Text, convert the installed encoder base, commercialise LEXI Voice and other emerging LEXI capabilities, and extend access to LEXI through software, integrations and partners.

The established LEXI Text business in broadcast and global media remains the core FY27 growth engine. AIM is focused on increasing customer usage and penetration, winning new customers and expanding adoption across its regions.

The installed encoder base provides a further opportunity to deepen customer relationships. The UHD592 and AIX-1 platforms are intended to support changing requirements for processing capacity, security, multilingual workflows and Voice. Initial shipments have commenced, with new encoder sales expected to be weighted towards the second half. Outright purchase (capex) and hardware-as-a-service (recurring revenue) models provide additional flexibility for customer adoption.

The commercial value of this refresh will depend on orders, deployment and subsequent LEXI usage. Upgrades create capacity for customers to adopt additional recurring services.

AIM is also progressing the commercialisation of LEXI Voice and the broader suite, including Recorded, Audio Description (AD) and Insights. The focus is on converting customer validation and trials into contracted, paid use. LEXI Access and LEXI Direct provide opportunities to reach education and other adjacent workflows through software and integrations.

These opportunities are at different stages of maturity. Investment and expansion will be guided by evidence of customer adoption and commercial returns.

AI-Media Co-Founder and CEO Tony Abrahams said:

“Our customers need language technology they can rely on within the trusted mission-critical systems they already use. AIM’s infrastructure and customer relationships give us an established position in those workflows, and LEXI allows us to expand the value we deliver over time.

“Our priority in FY27 is commercial execution. We are focused on growing paid LEXI usage, converting the encoder refresh opportunity and building recurring revenue from newer capabilities.

“We intend to demonstrate that the growth in our recurring business can translate into stronger earnings and cash generation. Shareholders will be able to assess that progress against the financial guidance and operating measures we set out today.”

Measuring progress

The Company will report progress against its financial guidance and the operating measures that support it. These include **ARR** and its **gross margin, customer retention and expansion, encoder orders and deployments, adoption of additional LEXI products**, and **earnings and cash generation**.

Deployment timing and the costs of supporting growth will remain relevant to the conversion of recurring revenue growth into earnings and cash.

AIM Investor Centre

Shareholders and prospective investors are encouraged to visit the [AIM Investor Centre](#) for ASX announcements, financial results, presentations, webinars and product insights, and to register for email updates.

The Investor Centre supports the Company’s commitment to clearer and more consistent shareholder communication. Material information will continue to be disclosed through ASX.

The AGM presentation and Chair and CEO addresses accompany this announcement. All materials are available on the [AIM Investor Centre](#).

This announcement has been authorised for release by the Board of Ai-Media Technologies Limited.

Further Information

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About AI-Media

AI-Media (ASX: AIM) is a global leader in AI-powered language solutions and broadcast infrastructure. LEXI is AI-Media's language and accessibility platform, with commercial applications including LEXI Text, LEXI Translate, LEXI Voice, LEXI AD, LEXI Recorded, and LEXI Insights. Powered by LEXI AI, AI-Media's shared

intelligence layer, the platform enables real-time captioning, translation, multilingual voice, audio description, recorded media processing, and content insights.

Underpinning these solutions, AI-Media's edge and cloud infrastructure delivers seamless integration into live production environments across IP, SDI, and streaming workflows. Trusted worldwide, AI-Media empowers broadcasters, enterprises, and governments to scale communication, enhance accessibility, and unlock new markets and value from content through intelligent language technologies.

Website: [AI-Media.tv](https://ai-media.tv).

Financial measures

All financial amounts are in Australian dollars.

ARR is a non-IFRS financial measure representing the annualised value of contracted recurring revenue at period end. It is distinct from revenue recognised during the financial year.

Adjusted EBITDA is EBITDA before non-cash share-based payments and one-off restructuring costs, consistent with the basis on which the Company reported Adjusted EBITDA in its FY26 results.

Important notice

This announcement contains forward-looking statements, including FY27 guidance, based on current assumptions regarding financial, market and operational conditions. These statements involve known and unknown risks and uncertainties that may cause actual results to differ materially from those expressed or implied. Forward-looking statements are provided as a general guide and are not a guarantee of future performance.

Chair Address by John Martin

[Slide 3] Chair's Address

Good morning and welcome to AI-Media's 2026 Annual General Meeting.

My name is John Martin, and I am honoured to serve as Chair of your Board. On behalf of the Directors and the AI-Media team, thank you to shareholders joining us in person and through our online platform.

I acknowledge the Gadigal people of the Eora Nation, the Traditional Owners of the land on which we meet today, and pay my respects to Elders past and present.

We presented our FY26 results to the market just over a month ago, so I do not intend to repeat those results in detail. I will instead briefly reflect on what changed during FY26 and what the Board expects from FY27.

[Slide 4] FY26: A Higher-Quality Technology Business Emerged

FY26 substantially completed the transition of AI-Media's core business model, which began with the acquisition of EEG Enterprises in May 2021. During this five-year transition we deliberately moved away from lower-margin, labour-intensive captioning services towards a technology-led model built around LEXI, recurring software revenue and our embedded global infrastructure.

The FY26 results demonstrate the improvement in the underlying quality of the business.

Annual recurring revenue reached \$36.0 million, an increase of 50 per cent, at an ARR gross margin of approximately 85 per cent. SaaS revenue increased 42 per cent to \$34.1 million, with LEXI Text accounting for the vast majority. Technology represented 74 per cent of Group revenue, up from 63 per cent in FY25. Group gross margin increased by four percentage points to 73 per cent. We also finished the year with \$15.9 million in cash and no external debt.

These results show that high-margin recurring technology revenue now sits at the centre of AI-Media's business model.

At the same time, we recognise that this improvement in business quality has not yet been fully reflected in overall financial performance. FY26 revenue declined as we completed the planned reduction in lower-margin legacy Services and experienced lower hardware revenue ahead of the new encoder cycle. We also invested \$7.7 million in Product and R&D, all of which was expensed as incurred.

Importantly, profitability improved materially during the year. Adjusted EBITDA moved from a loss of \$0.4 million in the first half to a profit of \$2.5 million in the second half. This provides early evidence of the operating leverage available as recurring revenue grows and product investment begins to generate commercial returns.

The Board therefore believes FY26 established a substantially stronger platform for sustainable growth. The next task is to convert that platform into better earnings and cash generation.

The Board recognises that the share-price performance since listing has been disappointing. We can improve the quality of our execution, the clarity, consistency and reach of our shareholder communications and the discipline with which we allocate shareholders' capital. Our priority is to translate AIM's stronger recurring revenue base into sustainable earnings, cash generation and shareholder value.

Shareholders can follow our progress through ASX announcements and the [AIM Investor Centre](#).

[Slide 5] AIM's Focus: From Transformation to Execution

The Board's focus in FY27 is shifting from transformation to execution.

We will assess progress against the six priorities shown on this slide.

First, recurring growth. We expect management to continue scaling the established LEXI Text business and growing recurring revenue.

Second, revenue quality. We expect management to maintain strong recurring margins, retain customers and expand the value of existing customer relationships.

Third, installed-base conversion. Our infrastructure is embedded in established customer workflows. The Board expects management to convert that position into customer upgrades, deployments and increased adoption of LEXI.

Fourth, new-product revenue. The broader LEXI suite must demonstrate commercial progress as successful customer trials convert into contracted, paid use. These products are at different stages of maturity, and we will assess their progress accordingly.

Fifth, earnings and cash generation. Growth in high-margin recurring revenue must translate more clearly into improved Adjusted EBITDA and, over time, stronger cash generation.

The Board expects continued discipline across the Company's cost base and organisational structure. Investment must remain focused on products and markets demonstrating customer adoption and attractive commercial returns, with management held accountable against the FY27 guidance and execution priorities.

Sixth, capital management. AIM entered FY27 with \$15.9 million in cash and no external debt, providing considerable financial flexibility. As part of that capital allocation framework, the Board has today separately announced an on-market share buy-back. The buy-back provides the Company with additional flexibility to return capital to shareholders while preserving our ability to fund attractive organic growth opportunities. Full details are contained in today's separate ASX announcement.

These priorities provide a clear framework for the Board and for shareholders to assess the Company's execution. FY27 must demonstrate that recurring scale converts into durable earnings and cash generation.

We entered FY27 with a larger recurring revenue base, a strong balance sheet and a broader LEXI product suite. Pleasingly, initial shipments of the new hardware encoders to customers have commenced. Those foundations give AI-Media a significant opportunity, but the Board recognises that management must now prove that opportunity through consistent commercial delivery.

I would like to thank Tony, Jason, Bill and the broader AI-Media team for their commitment during a demanding period of change. I also thank my fellow Directors for their contribution and our shareholders for their continued support.

I will now hand over to Tony to present the Company's FY27 guidance and explain the four commercial priorities management will use to deliver it.

CEO's Address by Tony Abrahams

[Slide 6: CEO's Address]

Thank you, John, and good morning everyone.

John has described the stronger business we established in FY26. My responsibility, and the responsibility of our management team, is to convert that foundation into growing recurring revenue, stronger earnings and better cash generation.

[Slide 7: A Global Platform with a Growing Recurring Core]

We are building trusted multilingual media infrastructure: technology that makes our customers' content accessible and available in more languages, within the systems they already use.

Our starting position matters. We have more than 8,000 encoders installed globally, customers across 46 countries, and more than 20 years of experience in workflows where reliability is essential.

That infrastructure connects content to audiences. LEXI adds captioning, translation and other language capabilities along the way. Our opportunity is to help customers do more through those existing connections, while opening new routes into the platform.

[Slide 8: AIM's Distribution Platform]

Our competitive position comes from being embedded in the systems our customers use every day. Physical and software encoders, LEXI Direct and partner integrations connect those workflows to the LEXI platform.

Through that platform, customers can access captioning, translation and a growing range of capabilities spanning voice, recorded content, audio description and insights.

In live video, accuracy, latency and operational reliability matter together. A broadcaster needs captions and translated audio to reach the right output at the right time. Our integration and support capabilities are an important part of the value we provide.

Customer data protection, cybersecurity and data sovereignty are priorities in our 2026 AI-native upgrades. Customers need confidence in how these services operate within their systems.

The underlying AI models will continue to evolve. Our model-agnostic approach allows us to incorporate those advances while continuing to develop the workflow integrations and customer relationships through which we deliver LEXI.

[Slide 9: Recurring Revenue is the Growth Engine]

There are four ways we turn that platform into recurring growth.

First, land. We connect a customer workflow through an encoder, LEXI Direct or a partner integration.

Second, use. Customers move captioning and translation volume onto LEXI. Paid usage turns that connection into recurring software revenue.

Third, expand. Customers add languages, products and use cases. A customer using captions may add translated captions, live voice translation or services for recorded content.

Fourth, extend. LEXI Access, LEXI Direct and partners give us routes into additional workflows and new customers, including opportunities that do not require an AIM hardware unit.

The revenue distinction matters. Hardware is available through outright purchase or hardware-as-a-service. Those revenue streams are distinct from ongoing LEXI subscriptions. Managed Services revenue is transactional and is not included in ARR.

Our commercial objective is to grow recurring revenue within retained customer relationships. Reliable delivery earns the customer's confidence. Broader adoption increases the value we provide and the revenue we can earn.

[Slide 10: FY27 Commercial Execution]

For FY27, we have four commercial priorities. They have different levels of maturity and different expectations for near-term revenue.

First, scale our established LEXI Text business in broadcast and global media. This remains our core FY27 growth engine. We are focused on increasing customer usage and penetration, winning new customers and expanding adoption across our regions.

In the United States, the opportunity includes the continuing transition from third-party human captioning to LEXI. Across EMEA and Asia Pacific, expanding LEXI Text adoption remains a key priority.

Second, convert the installed base. We need to turn the opportunity to refresh ageing infrastructure into customer orders, deployments and ongoing LEXI revenue. I will explain that opportunity on the next slide.

Third, commercialise LEXI Voice and the broader emerging suite, including Recorded, Audio Description and Insights. LEXI Voice can help customers make existing content available to audiences who speak another language. Our task is to convert successful trials and customer validation into contracted, paid use.

Fourth, extend access to LEXI through LEXI Access, LEXI Direct and partners. These provide routes into education and adjacent workflows through software and integrations. We will expand as evidence of customer adoption and commercial returns builds.

Each priority must translate into customer adoption and revenue. Broadcast remains the core growth engine, while newer products and adjacent markets broaden the opportunity as they develop.

[Slide 11: Installed Base Refresh Opportunity]

Within our installed base of more than 8,000 encoders, over 2,200 units are more than five years old. That creates a substantial pool of potential upgrades over FY27 and FY28.

Customers' requirements are evolving. They need greater processing capacity and security, support for newer video formats, and the ability to deliver more languages and services.

The new AI-native Edge infrastructure platform has been in customer validation testing since April 2026. The UHD592 and AIX-1 expand the capacity available for those workflows. Initial shipments of the new hardware encoders to customers have now commenced, with new encoder sales weighted towards the second half.

We will offer outright purchase and hardware-as-a-service options. LEXI Direct also provides a software route through third-party platforms.

An upgrade creates capacity for additional LEXI services. Our sales and customer teams must earn both the equipment order and the ongoing usage that follows it.

[Slide 12: FY27 Guidance and Investor Scorecard]

For FY27, we are providing guidance for year-end annual recurring revenue of \$44 million to \$46 million, revenue of \$61 million to \$63 million, and Adjusted EBITDA of \$3.5 million to \$4.5 million. All figures are in Australian dollars.

The ARR range represents growth of approximately 22 to 28 per cent from the \$36 million achieved at the end of FY26.

The relationship between these measures is important. Compared with FY26, the guidance implies revenue growth of approximately 1 to 5 per cent and Adjusted EBITDA growth of approximately 67 to 114 per cent. Growth in high-margin recurring revenue is central to that improvement, supported by disciplined management of costs and investment.

ARR measures the recurring revenue base at a point in time. Its contribution to revenue and earnings also depends on when customers begin using and paying for our services. Commercial conversion and deployment timing therefore matter to delivery of these outcomes.

We will report progress against our financial guidance and the operating measures on this slide so shareholders can assess delivery.

We aim to maintain ARR gross margins around 85 per cent. We will also report on customer expansion, retention and churn.

For installed-base conversion, the measures are orders, deployments and LEXI attachment. For newer products, they are contracted Voice and broader LEXI revenue.

Alongside Adjusted EBITDA and cash generation, these measures will show whether recurring growth is translating into stronger financial performance.

We have built a broader platform and a larger recurring revenue base. The opportunity ahead is substantial, and we understand the standard against which shareholders will judge us: consistent commercial delivery and improving financial results.

[Slide 13: Bell Media: Expanding from broadcast infrastructure to AI-powered accessibility]

One customer case study I wanted to highlight was Bell Media in Canada. The top tier national broadcaster was a new customer to AI-Media in FY25, with the initial purchase being AIM's IP-based Alta encoder platform. In FY26 Bell migrated their English and French live captioning to LEXI Text. The next planned step, in FY27, is adoption of LEXI AD.

I thank all our customers and partners for their trust, our people for their work through a demanding period of change, and John and the Board for their support and challenge.

To our shareholders, thank you for your continued support. Our responsibility is to turn the platform we have built into durable value for you.

[Slide 14: Q&A]

Thank you. John, I will now hand back to you for questions.



Annual General Meeting

30 September 2026

AI-Media Technologies (ASX: AIM)
**Building Trusted Multilingual
Media Infrastructure**



AGM RESOURCES

Click [HERE](#)
To watch the
video

AI MEDIA 

Agenda

- 1** Welcome & Chair's Address
- 2** CEO's Address & FY27 Guidance
- 3** Items of Business
- 4** Product Demonstration



Chair's Address

FY26: A Higher-Quality Technology Business Emerged



By scaling ARR quickly, the underlying quality of the business improved materially.

ARR scaled strongly



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

SaaS continued to grow



\$34.1M SaaS revenue, +42%
vs FY25, the vast majority of
which is LEXI Text.
Hardware-as-a-service
(HaaS) commencing FY27.

Technology now dominates revenue mix



74% of FY26 revenue tech
Hardware revenue declined
ahead of FY27 product release
Managed Services revenue is
transactional and not in ARR

Infrastructure platform advanced



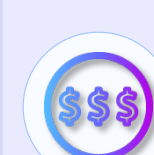
New-generation AI-native
hardware shipping now

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

AIM's Focus: From Transformation to Execution



FY27 success will be measured against clear commercial and financial outcomes

FY26: TRANSFORMATION



Recurring platform built

FY27: EXECUTION

1	RECURRING GROWTH ENGINE	ARR + recurring revenue growth
2	HIGH-QUALITY REVENUE	ARR margin + customer retention / net expansion
3	DURABLE WORKFLOW MOAT	Installed-base conversion + platform adoption
4	MULTIPLE FY27 PLATFORM LEVERS	New-product revenue contribution
5	EARNINGS AND CASH GENERATION	Adjusted EBITDA + cash generation
6	CAPITAL MANAGEMENT	On market share buyback

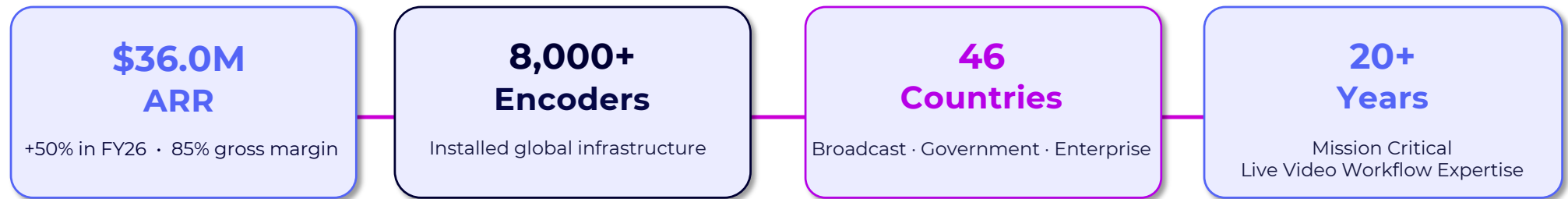
 FY27 priority is to show that recurring revenue converts into growing earnings and cash generation



CEO's Address

A Global Platform with a Growing Recurring Core

The existing customer and infrastructure footprint provides a practical path to expand revenue



How AIM creates value



AIM combines AI language services with embedded infrastructure and established live-video workflows.

AIM's Distribution Platform



Embedded workflows provide distribution. LEXI software provides recurring value.

CUSTOMER WORKFLOW

8,000+ ENCODERS

Infrastructure already
embedded in demanding
live-video workflows

Multiple ways to connect

Physical encoders

Software encoders

LEXI Direct

Partner integrations

LEXI PLATFORM

One software platform

TEXT

Captioning

TRANSLATE

Multilingual

VOICE

Speech output

RECORDED

On-demand

AD

Audio description

INSIGHTS

Data services

Models will change. AIM retains the workflow,
integration and customer relationship.

WHY AIM WINS

1

WORKFLOW

Built for mission-critical live
and recorded video

2

INTEGRATIONS

Containerized LEXI Direct in
customer systems &
platforms

3

MISSION-CRITICAL RELIABILITY & TRUST

Accuracy, latency &
operational control, backed
by EEG's 40+ year track
record

4

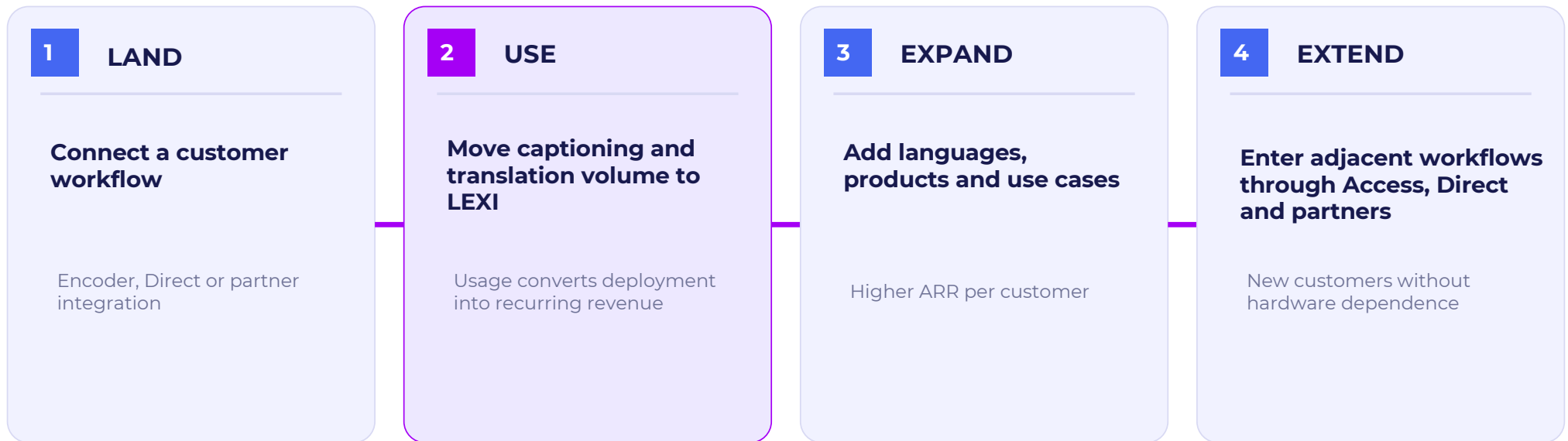
DATA SECURITY

Customer data protection,
cybersecurity and data
sovereignty are priorities in
our 2026 AI-native upgrades.

The moat sits in the workflow, integration and customer relationship, supported by AIM infrastructure and LEXI software.

Recurring Revenue is the Growth Engine

Four measurable paths convert the platform into higher ARR and gross profit.



FY26 PROOF

\$36.0M

ARR

+50%

ARR growth

85%

ARR gross margin

FY27 GUIDANCE \$44M–\$46M ARR

~22%–28% growth

Growth depends on conversion and expansion inside customer workflows, not simply on selling more hardware.

FY27 Commercial Execution



Growth initiatives have different maturity, evidence and near-term revenue expectations.

MATURITY	GROWTH VECTOR	WHERE AIM STARTS	FY27 ACTION	INVESTOR EVIDENCE
CORE SCALE	LEXI Text, LEXI Encoders	Broadcast and global media	Scale usage, languages and customer penetration. This is the core FY27 growth engine	ARR growth, retention and expansion
CONVERSION	Installed base	Existing customers	Refresh ageing infrastructure and attach LEXI	Orders, deployments and recurring revenue
COMMERCIALISE	LEXI Voice, Recorded, AD, Insights	Selected live workflows	Convert successful trials into contracted use	Paid deployments and product revenue
EXTEND	LEXI Access, LEXI Direct and partners	Education and adjacent workflows	Win through software and integrations	Stage-gated customer and revenue evidence

Near-term revenue confidence

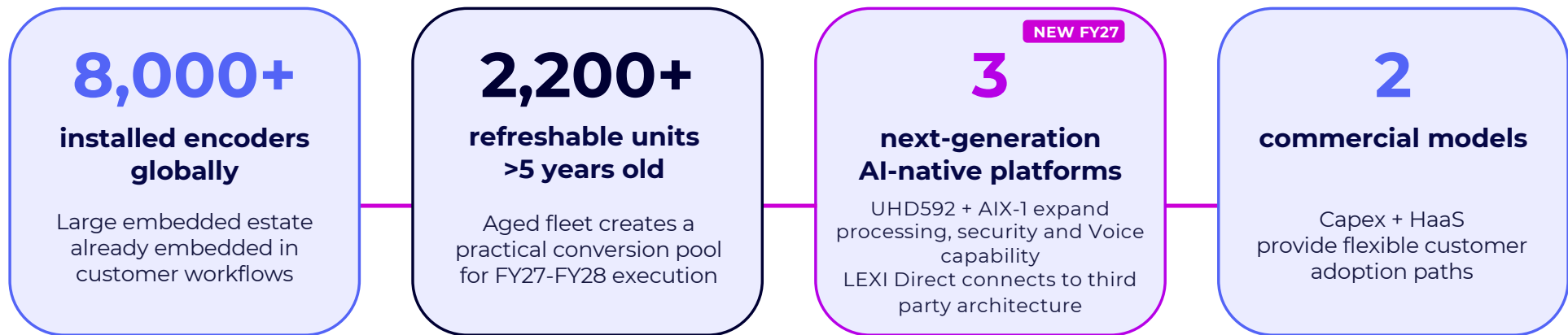
Higher

Earlier-stage

Broadcast remains the core growth engine. Adjacent markets expand the opportunity as evidence builds.

Installed Base Refresh Opportunity

New AI-native Edge infrastructure platform shipping now



Why customers refresh

Aged infrastructure meets new workflow demands

Security

Processing power

4K / UHD

Voice capacity

Multilingual workflows



Customer upgrades create opportunities for recurring Edge Infrastructure and LEXI subscription revenue

FY27 Guidance and Investor Scorecard



Guidance measures the financial outcome. Operating evidence will show how AIM is getting there.

RECURRING GROWTH

\$44.0M–\$46.0M

ARR

22%–28% growth vs FY26 \$36.0M

REVENUE QUALITY

\$61.0M–\$63.0M

Revenue

1%–5% growth vs FY26 \$60.2M

EARNINGS CONVERSION

\$3.5M–\$4.5M

Adjusted EBITDA

67%–114% growth vs FY26 \$2.1M

WHAT INVESTORS SHOULD TRACK

- 1 ARR quality**
Gross margin around 85%
- 2 Customer expansion**
Expansion, retention and churn
- 3 Installed-base conversion**
Orders, deployments and LEXI attachment
- 4 New products**
Contracted Voice and broader LEXI revenue
- 5 Earnings and cash generation**
Adjusted EBITDA growth and cash generation

FY27 goal is to demonstrate that high-margin ARR growth can translate into stronger earnings and cash generation.

Bell Media: Expanding from broadcast infrastructure to AI-powered accessibility



BellMedia

Modernise Infrastructure



IP ENCODERS

Moving to AI-Media's IP-based encoder infrastructure.

INFRASTRUCTURE CONVERSION

Scale the core



LEXI Text

Adopting automated English and French closed captioning across its channels.

CORE PRODUCT EXPANSION

Develop new capability



LEXI AD

Collaborating with AI-Media to advance scalable audio description workflows.

CUSTOMER-LED INNOVATION



A strategic customer relationship spanning AI-Media's technology stack.

AI MEDIA

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