17th September 2020

Sydney, Australia

Please find attached:

Access Innovation Holdings Limited (AIM)

Presentation: Bell Potter Emerging Leaders Conference 17 September 2020

Comments:
Please note that this Presentation is based solely on information contained within the Prospectus

Authorised for release by

Tony Abrahams,
Chief Executive Officer

Making the World's Content Accessible – For Everyone

Bell Potter Emerging Leaders Conference

17 September 2020

Strictly Private and Confidential

Presenters

Tony Abrahams
Chief Executive Officer, Director and Co-Founder

- Rhodes Scholar, University of Oxford receiving MBA and MPhil in Economics
- Received LLB and BCom from University of NSW, where he was awarded University Medal in Accounting
- Recognised by the World Economic Forum as a Young Global Leader in 2013

Deanne Weir
Non-Executive Chair

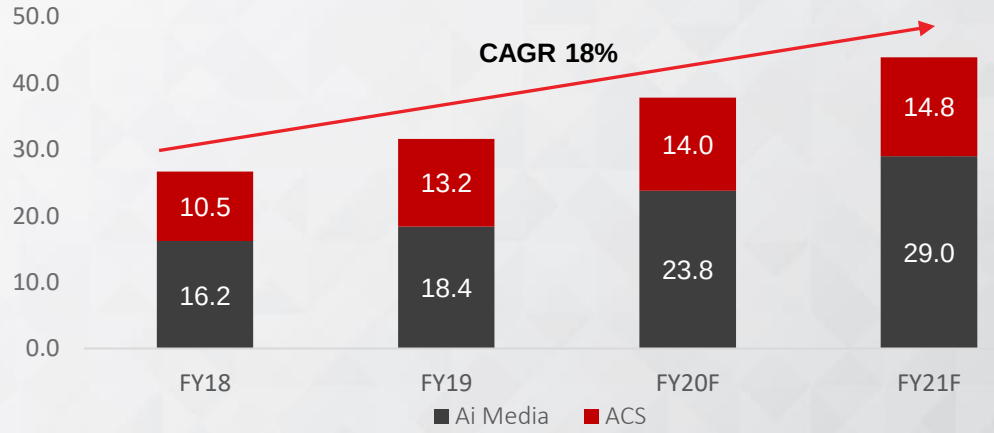
- Director of Ai-Media since 2010, appointed Chair August 2013
- Former media lawyer and senior executive at Telstra, Austar and Foxtel
- Currently Chair at Seer Data & Analytics, Sydney Film Festival, Grata Fund and Global Sisters

Introducing Ai-Media

Ai-Media overview	• Live Enterprise • Live Broadcast • Recorded
Investment in Technology	To date, more than $50m[1] has been invested in Ai-Media's industry-leading platform
Proven Track Record	Strong growth in Australia and expansion into international markets underpinned by long term, repeatable revenue
Global Scale	Operations in four key regions; Australia and New Zealand, North America, EMEA and Asia to execute domestic and international growth initiatives that are supported by regulatory requirements
Ai-Media and ACS	The recent acquisition of ACS presents a unique opportunity to realise synergies and enhance presence in the key North American markets
The People	Experienced Board and management team, supported by approximately 160 full-time staff and over 2,000 casual, crowd-sourced freelancers and contractor personnel[2]

Key financial metrics: FY18 – FY21F

Growth in Pro Forma revenue: FY18 – FY21F



Large and diverse customer base

- ✓ Over 2,200 customers globally
- ✓ High level of repeating revenue
- ✓ Diversified revenue by customer and region

Singtel · 7 · verizon · 9 · WORLD ECONOMIC FORUM · OPTUS · foxtel · iQIYI 爱奇艺

(1) Investment since 2009
(2) As at 30 June 2020

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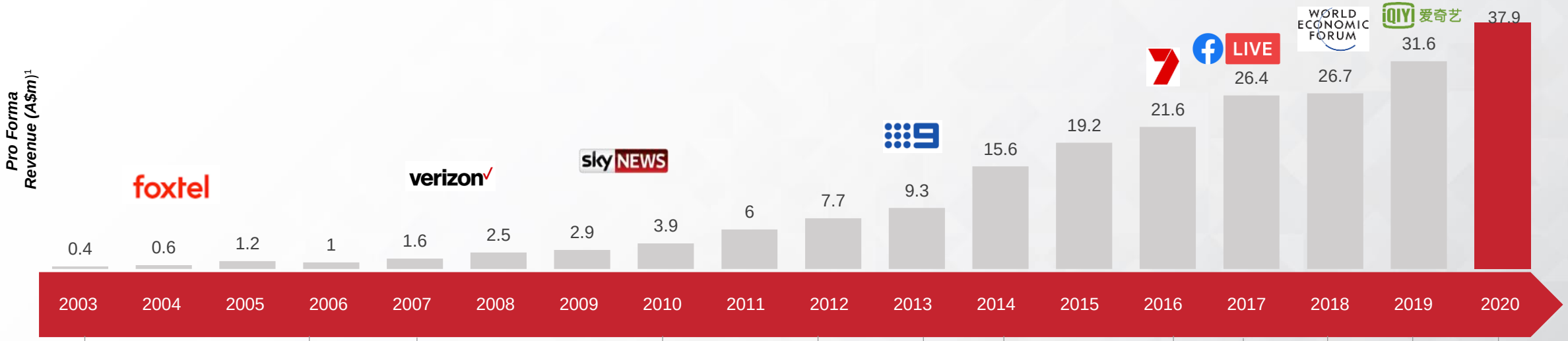
Company timeline



Milestones

2003 – Founded; First sale to Australian pay-TV company Foxtel for recorded captions

2004 – Creation of *Ai-Live* technology for real-time caption delivery

2005 – ACS founded in 2007 based on simple premise of respecting all in process

ACS won Microsoft and Verizon accounts

2006 – Ai-Live trialed in schools for deaf students and hard-of-hearing students

2007 – Won live captioning for NSW and Victoria Depts of Education

Won Sky News for live broadcast captions

ACS acquired 'Educaption'

Raised ~$5 million from external investors

2008 – Ai-Live begins winning corporations and universities with new functionality

2009 – Ai-Media acquires UK-based captioning company Bee Communications. Won Channel 9 live and recorded captions

2010 – Ai-Media scores over 99% in first external captioning quality audit

ACS acquired 'Post CAP' and 'Closed Caption Productions'

Raised ~$5 million from external investors

2011 – Office in the US established. Won Australian Channel 7 for live and recorded captions

ACS acquired 'Home Team Captions'

2012 – Office in Canada established. Won official Facebook Live captioning partner

2013 – Launched cloud-based workflow management tool

2014 – Won captioning for World Economic Forum

ACS launches ASL Interpreting services

2015 – Raised ~$10m from external investors

Ai-Media begins transformation to a product-led company

ACS acquired (May 2020)

AIM IPO on ASX $65.5m (Sep 2020)

International office expansion

(1) *Revenues are based on a June 30 Financial Year End, ACS revenue included on a pro forma basis, Average annual AUD:USD exchange rate for each year used to convert ACS revenues to AUD. Ai-Media unaudited revenues FY03 – FY12, audited revenues FY13-19 and forecast revenue FY20. ACS unaudited revenues FY7 –FY17, audited revenues FY18 & FY19 and forecast revenue FY20F*

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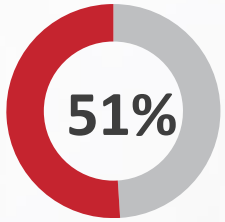
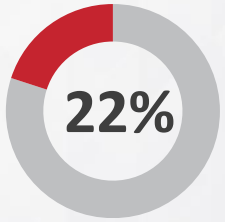
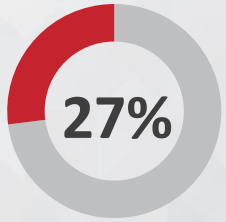
Leading global media access provider across three key product lines

	Live Enterprise	Live Broadcast	Recorded
2020 Revenue[1]			
YoY Growth[2]	**83%**	**3%**	**25%**
Service description	Live captions and interpreting in real time	Live captions in real time for broadcasters	High-quality recorded captions, subtitles, transcripts and audio description
Products	• Remote CART[3] Captions • Onsite CART Captions • Live Streaming Captions • Interpreting	• Live Broadcast Captions	• Captions • Transcripts • Localisation • Audio Description
Customer type[4]	Global businesses, universities, schools, governments and non-government organisations and events	Global and domestic broadcasters and OTT streaming networks	Global businesses, universities, schools, government and non-government organisations, SMEs and individual content producers, events, global and domestic broadcasters, OTT streaming services
Revenue model	Contracts with time based charges		

(1) *FY20F pro forma, inclusive of ACS and Ai-Media Revenue. Figures shown exclude other revenue. Source: Unaudited management accounts*
(2) *ACS is predominantly Live Enterprise, the YoY Growth shown is for the FY20F for Ai-Media Only. The Pro Forma YoY growth for Live Enterprise including ACS is 21%. Source: unaudited management accounts*
(3) *Communication Access Real-Time Translation*
(4) *Customer types are not listed in order of significance*

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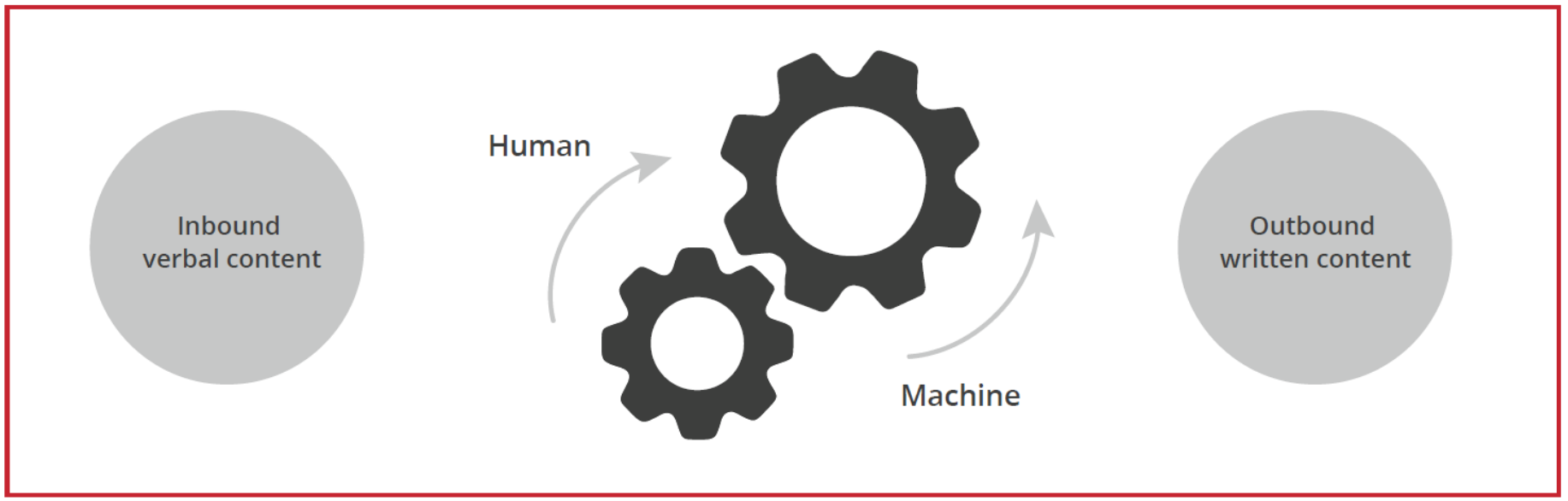
Ai-Media's technology platform

Integration into customer systems/platforms

Low-bandwidth, high-speed data transfer

Automatic speech recognition



Data to train ASR/ translation engines

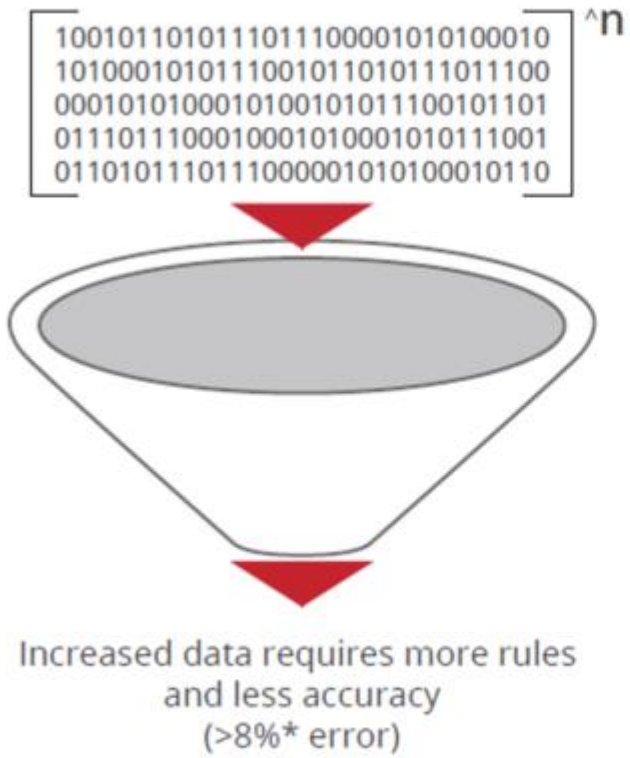
Translation engine

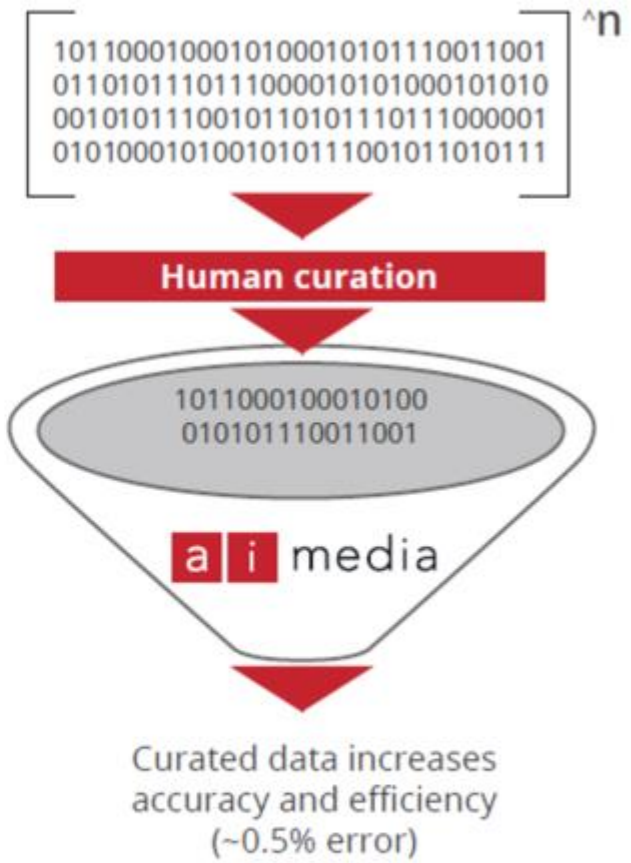
Management and co-ordination of the crowd

Key platform features

- ✓ Designed to be the most efficient way of harnessing a global crowd of workers
- ✓ Developed internally and uses best-of-breed technologies
- ✓ Can be fully integrated into a customer's systems or externally accessed
- ✓ Over $50 million invested since 2009

Ai-Media's technology design



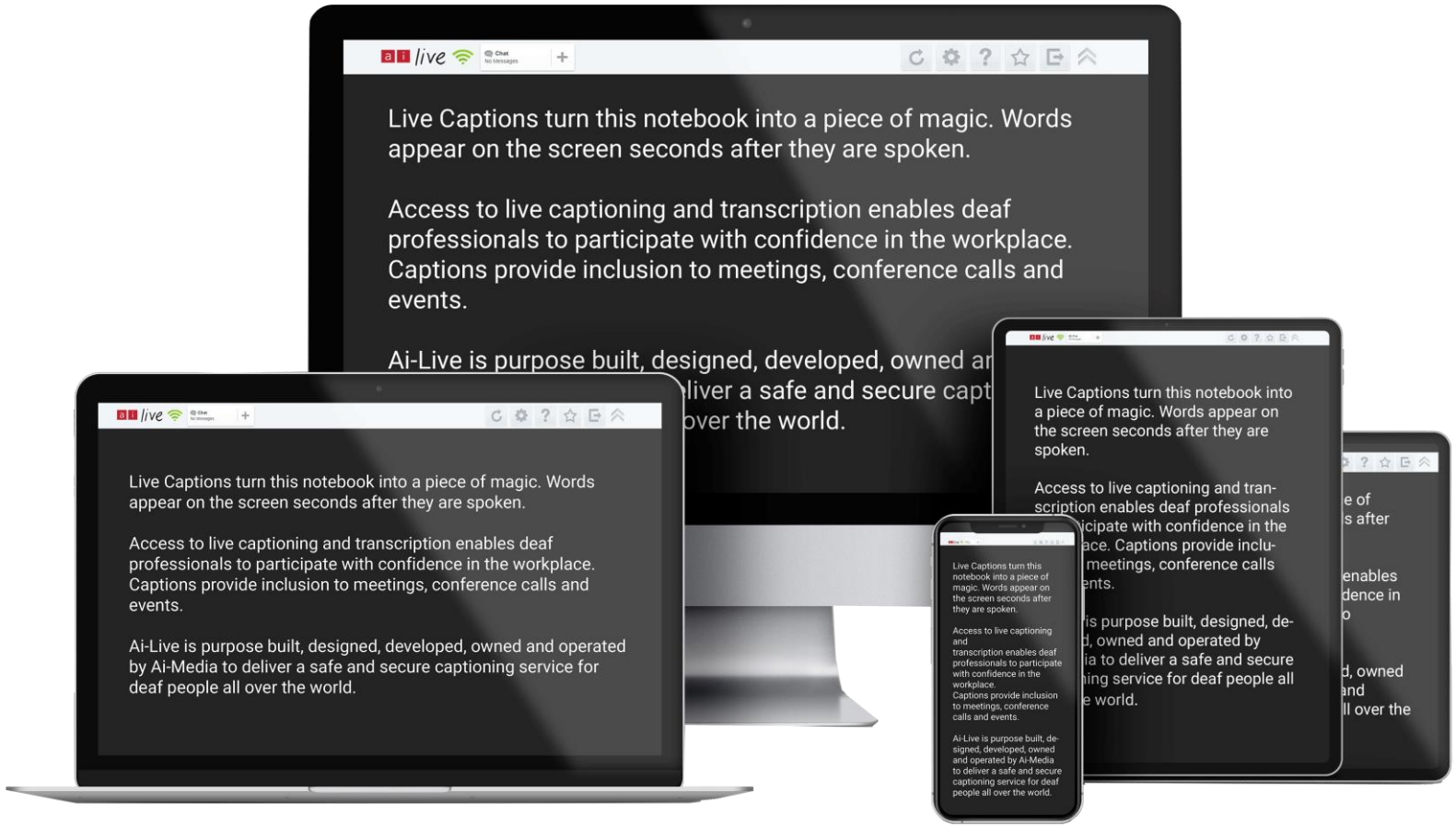


Technology Design

- ✓ Humans are better than machines at making meaning, being creative, empathy and high-end customer service
- ✓ Accuracy at the top of the funnel allows for more high quality machine-generated downstream applications

* Based on NER captioning quality assessments utilising the scores from the best-performing ASR engines as tested by Ai-Media in FY20.

Ai-Live on any device



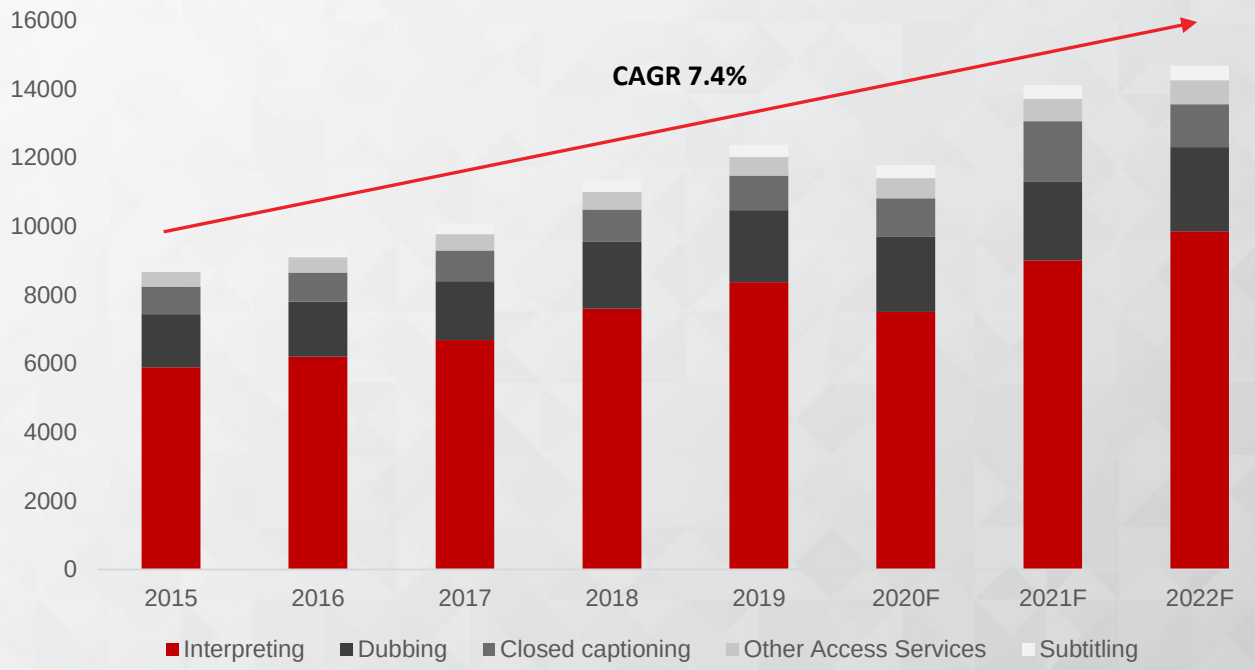
Growing global market

In 2020, the total addressable market is forecast at $11.8 billion (a drop of about $1.3 billion from previous forecasts as a result of the COVID-19 pandemic), increasing to $14.7 billion in 2022 at a CAGR of 7.4% between 2015 and 2022[1]

Key drivers

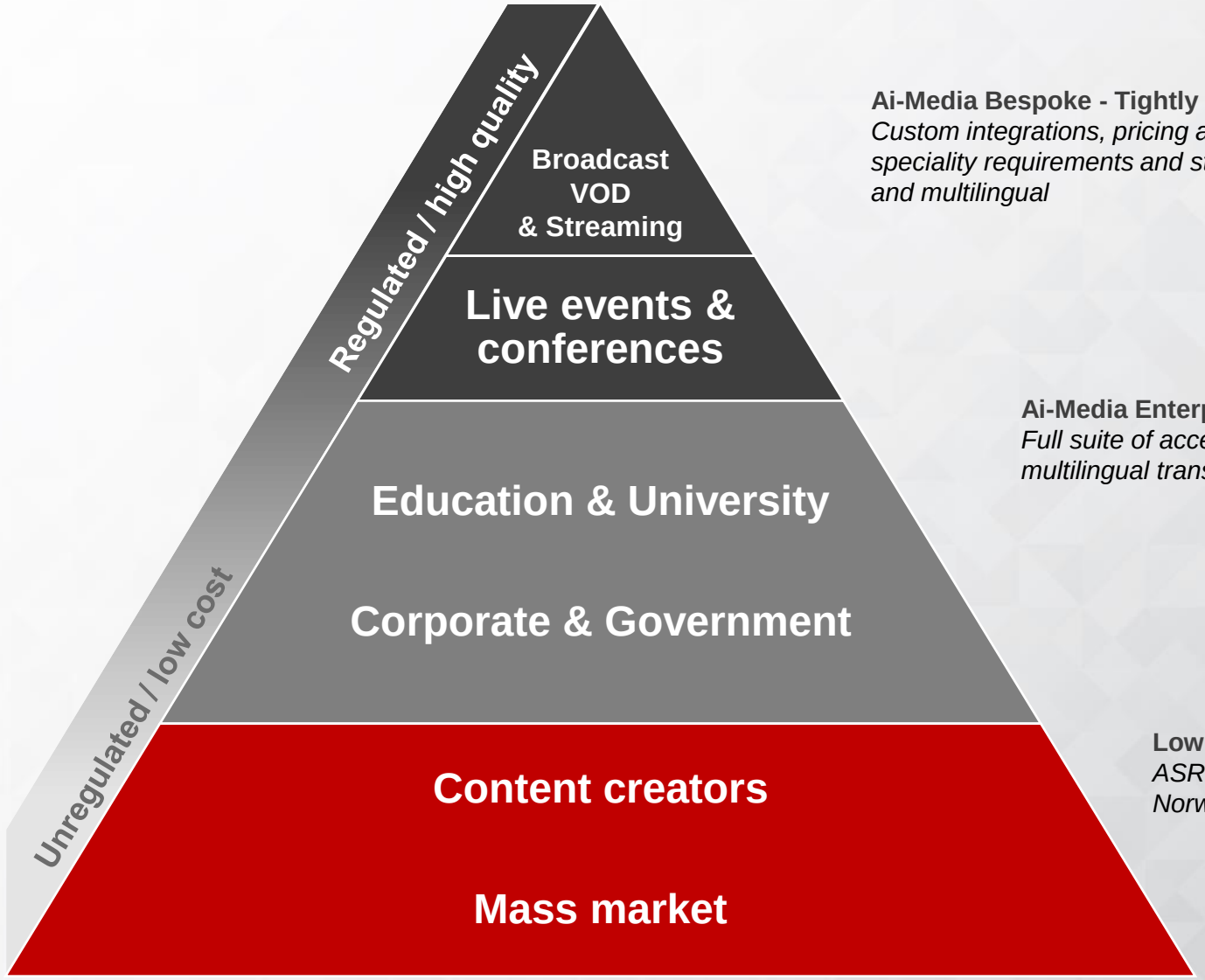
- Increasing regulatory requirements across the globe
- Increased demand for services outside media and entertainment
- Increasing need for localisation
- Requirement for low-cost services to be delivered more efficiently

Addressable Market by Service, Global, 2015 to 2022F



Source: Frost & Sullivan, Market Report, The Language Services Market

Broad product suite to address customer needs



Ai-Media Bespoke - Tightly integrated customer solutions
Custom integrations, pricing and products, 24/7 support, speciality requirements and standards, specialised translation and multilingual

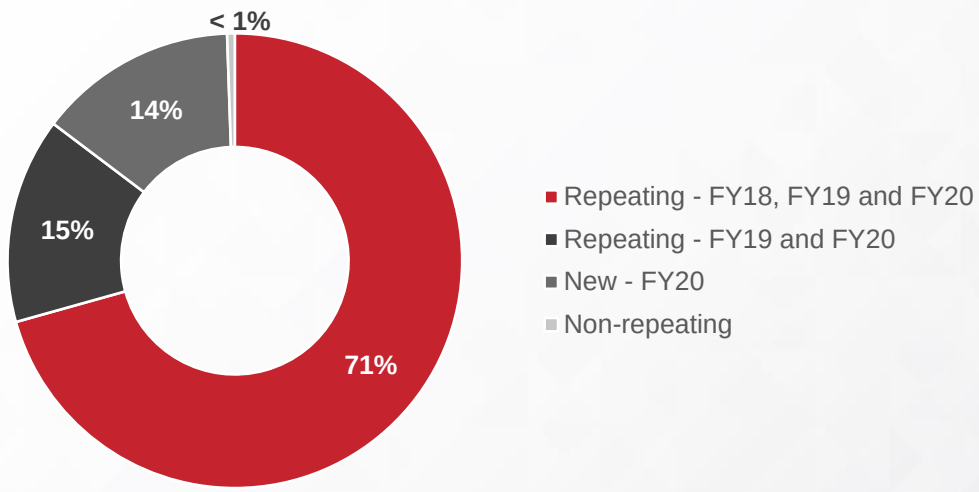
Ai-Media Enterprise - More options, assisted
Full suite of accessibility products including multilingual translation and integrations

Low cost, no touch
ASR[1] quality available in English and Norwegian, with a world-class self-editor

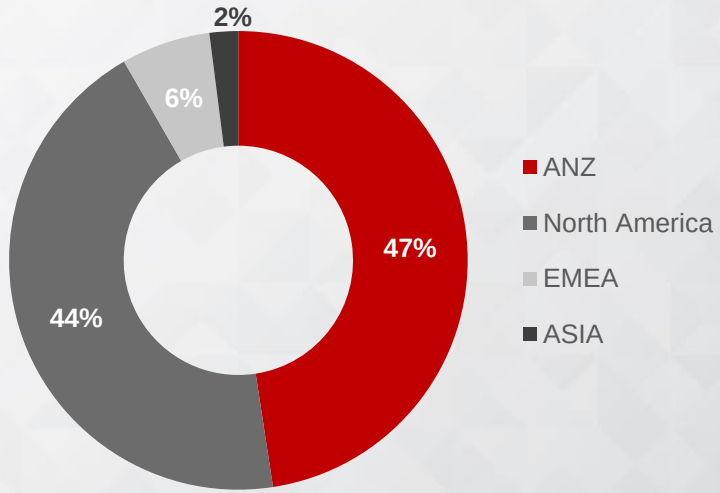
(1) *Automated Speech Recognition*

High quality, repeating and diversified revenue base

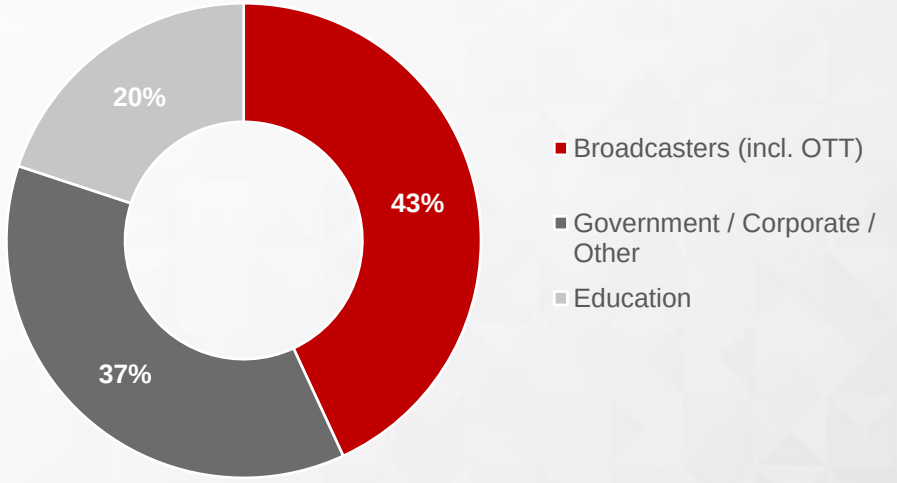
Repeating revenue



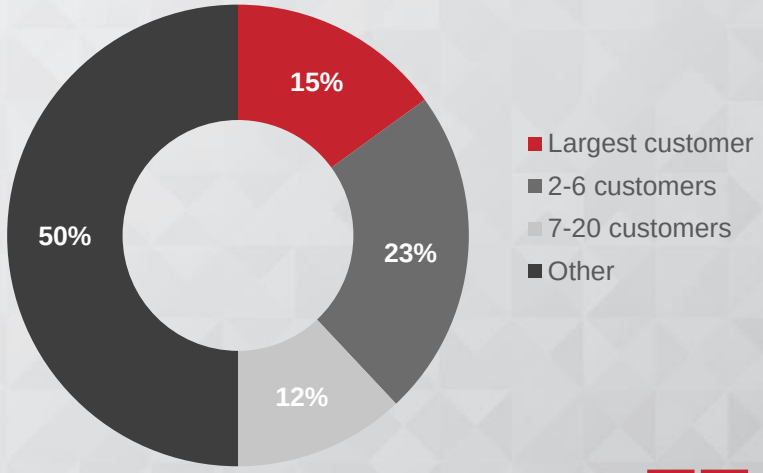
Revenue by region[1]



Revenue by customer



Customer concentration



(1) Percentages may not sum due to rounding
All charts above are based on unaudited management accounts for pro forma – FY20F

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COVID-19 impacts

Initial response

- Conferences, live sports and events across the globe were cancelled or postponed, resulting in less content being captioned
- The downturn was partially offset by increased news broadcasts and OTT content
- Ai-Media was able to provide customers with timely and quality captions and translation with the majority of the workforce able to work remotely

Increased demand

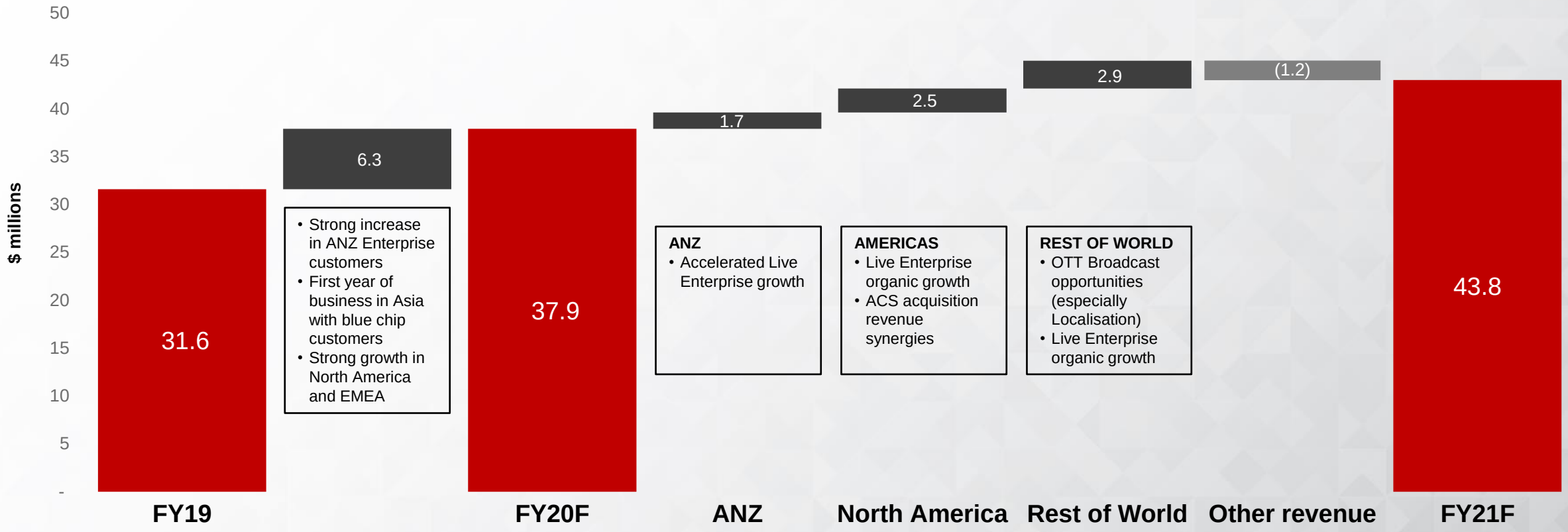
- Ai-Media has seen an increase in demand from educational, government and non-government organisations and corporate customers given the accelerated shift towards remote working, virtual events and remote education

Long term opportunity

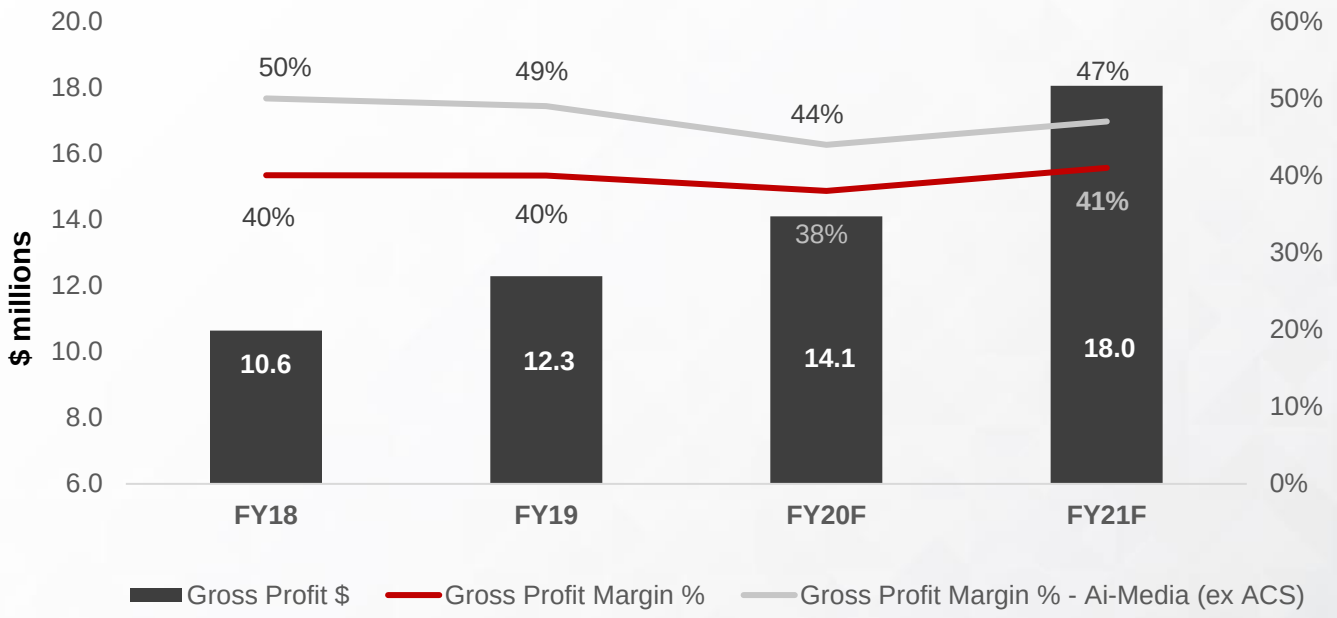
- Remote working;
- Virtual events and education; and
- Increased spending on content by streaming media providers driving increasing demand for content localisation services

Revenue bridge FY19 to FY21F

Total revenue is forecast to increase by ~16% in FY21F, including ~20% growth in services revenue



Annual gross profit and gross profit margin %[1]



Commentary

Gross profit margin % improvement expected in FY21F from:

- a series of cost saving improvement projects from the implementation of new technology, with specific identified labour costs savings targeted; and
- margin improvements at ACS Group from the utilisation of the Ai-Media technology platform

Marginal decline in overall gross profit margin % in FY20F due to:

- decline in Ai-Media (ex ACS) gross profit margin reflects impact of entry into new regions

Gross profit margin percentages rounded to the nearest whole number
(1) Gross margin and gross profit margin percentages presented above excludes gross margin from other revenue

Ai-Media's competitive advantages

Fast, high-quality accurate and secure captioning and translation services with leading live capabilities, global reach, proprietary and leading technology, improving the accessibility of global content

Latest Technologies combined with Human Intelligence

- ✓ Proprietary technology delivering high quality and secure captioning with minimal lag
- ✓ Using industry standard speech recognition software combined with proprietary artificial intelligence & machine learning ensures Ai-Media's accuracy is ahead of regulatory standards

Security Accreditation

- ✓ Data protection processes in place to support each customer's compliance with local and international privacy laws and regulations

Workflow Efficiency and Quality

- ✓ Custom, flexible, integrated systems for optimising and automating end-to-end service delivery
- ✓ Consistent delivery of industry leading quality and accuracy greater than 99% as demonstrated through broadcaster annual audits

Multilingual

- ✓ Ability to provide live subtitles into over 120 languages with market leading accuracy and minimal lag
- ✓ Creating local content that can be distributed globally

Broad Product Range with Global Reach

- ✓ Products across broad spectrum
- ✓ A global mindset with local presence in geographical locations across the ANZ, Asia, EMEA and North America
- ✓ Delivery of uninterrupted 24/7 production and support

Growth drivers

Growth markets

- Expansion in existing growth markets, particularly in North America and Asia
- Leverage key strengths in Live Enterprise, Live Broadcast and Recorded offerings
- Grow sales team to promote growth

Platform automation and scalability

- Ongoing, in-house development of Ai-Media's scalable, cloud-based technology platform to:
  - improve accuracy, efficiency and security of the machine output;
  - drive innovation and automation;
  - enable more training data to be captured;
  - improve workflows and tools to manage freelancers; and
  - enhance the ability to scale across multiple jurisdictions

Product innovation

- As ASR and AI technology improves, incorporating the best-in-breed technologies
- Supporting accessible streaming and online meetings to meet a growing global demand for online services, accelerated by the COVID-19 pandemic
- Further develop Ai Speech Analytics based on accurate timecoded transcripts (eg Visible Classroom)

Organic growth strategy

- Up-sell / cross-sell in its four key regions to existing customer base
- Leveraging reusable technology-based solution to attract new customers
- Ai-Media is particularly focused on the Live Enterprise product line, which has seen significant growth in recent years, especially in North America

Acquisition opportunities

- Consider strategic acquisition opportunities that complement Ai-Media's current business operations

Investment highlights

1. Large and growing global market supported by regulatory requirements
2. Established global presence and employee network
3. Industry leading platform providing a scalable business model
4. Large and diverse customer base with repetitive revenue
5. Strong revenue growth and consistent margins
6. Experienced Board, management and personnel led by founder

Additional Materials and Case Studies

Legislative backdrop

Failure to comply with accessibility guidelines can result in fines or lawsuits up to $1m+

Eliminating barriers for individuals with disabilities

Access for deaf and hard of hearing

Access for blind and impaired vision

Captioning requirements by Country, 2020

United Kingdom

Ofcom Regulations
Equality Act
Communications Act

Canada

CRTC Regulations
Accessible Canada Act
The Broadcasting Act

USA

FCC Regulations
Americans w Disabilities Act

Australia

ACMA Regulations
National Disability Insurance Scheme
Broadcasting Services Act (BSA)

Web content accessibility

EU

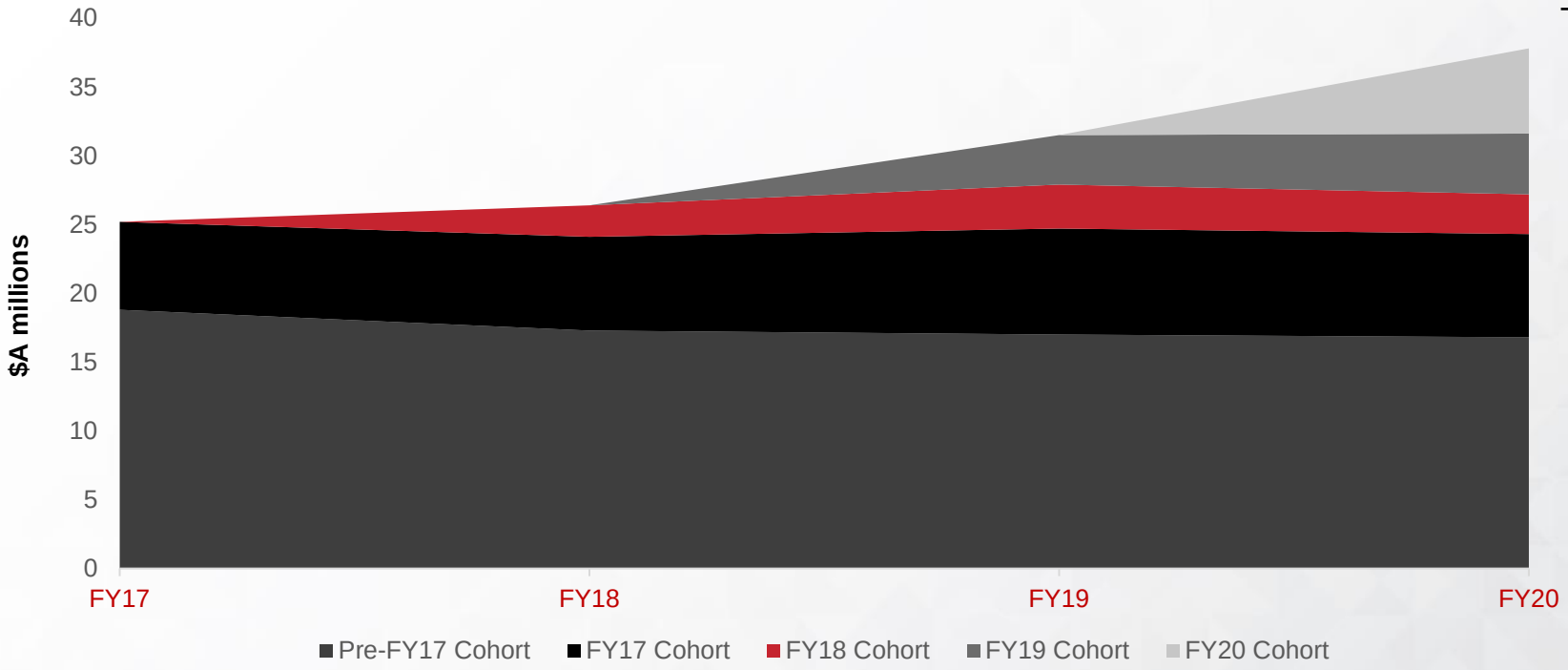
WCAG[1] standards

USA

WCAG[1] standards

(1) Web Content Accessibility Guidelines (WCAG) provides a legal requirement for countries and organisations to make content, including audio-visual content, on the internet accessible for people with disabilities.

Customer cohort analysis



Commentary

- Customer spend will often increase overtime
- Long term existing customers, together with new customers have contributed to the organic growth in Ai-Media revenue over time
- Strong track record of revenue retention

Chart above is based on unaudited management accounts for pro forma – FY20F

Pro Forma and Statutory Income Accounts

Pro Forma and Statutory Income Accounts

	Pro Forma Historical		Pro Forma Forecast		Statutory Forecast	
A $ millions	**FY18**	**FY19**	**FY20F**	**FY21F**	**FY20F**	**FY21F**
Services revenue	26.6	31.5	**36.6**	43.8	24.6	43.8
Other revenue	0.2	0.1	**1.2**	0.1	0.9	0.1
Total revenue	**26.7**	**31.6**	**37.9**	**43.8**	**25.6**	**43.8**
Cost of sales	(15.9)	(19.2)	**(22.5)**	(25.7)	(14.0)	(25.7)
Gross profit	**10.8**	**12.4**	**15.3**	**18.1**	**11.5**	**18.1**
Employment expenses	(6.3)	(9.0)	**(15.8)**	(16.1)	(14.0)	(16.1)
Business development expenses	(1.0)	(1.6)	**(1.9)**	(1.9)	(1.6)	(1.9)
Networking and information technology expenses	(1.1)	(1.1)	**(1.2)**	(0.9)	(1.2)	(0.9)
Office expenses	(0.5)	(0.4)	**(0.7)**	(0.7)	(0.7)	(0.7)
Other expenses	(2.1)	(3.1)	**(4.2)**	(3.3)	(4.4)	(6.9)
Operating expenses	**(10.9)**	**(15.1)**	**(23.8)**	**(22.9)**	**(21.8)**	**(26.5)**
EBITDA	**(0.1)**	**(2.7)**	**(8.5)**	**(4.8)**	**(10.3)**	**(8.4)**
Depreciation and amortisation	(1.5)	(2.0)	**(2.5)**	(2.5)	(2.3)	(2.5)
EBIT	**(1.6)**	**(4.6)**	**(11.0)**	**(7.3)**	**(12.5)**	**(10.9)**
Net interest expense	(0.1)	(0.4)	**(0.4)**	(0.3)	(3.6)	(2.2)
Profit/(loss) before tax	**(1.7)**	**(5.0)**	**(11.3)**	**(7.6)**	**(16.1)**	**(13.1)**
Income tax benefit/(expense)	0.5	1.4	**2.8**	1.8	3.3	2.0
Net profit/(loss) after tax	**(1.2)**	**(3.6)**	**(8.6)**	**(5.8)**	**(12.8)**	**(10.6)**

Commentary

Revenue

- Strong revenue growth from new and existing customers and from entering new markets

Cost of sales

- Improvements expected through technological and operational initiatives

Operating expenses

- Total operating expenses have increased from FY18 to FY20F
- Increase in expenses largely related to establishing and resourcing new international operations and for ongoing product development and infrastructure to support growth of the business
- Opex is expected to decrease in FY21F from operating leverage and optimisation of resources

EBITDA

- Pro forma normalised EBITDA growth in FY21F is driven by:
  - strong revenue growth
  - improvements in gross margins
  - opex savings
- FY21 EBITDA close to break-even excluding:
  - Non-cash employee share plan expenses ($4.0m)
  - ACS integration costs ($0.7m)

Pro Forma Statement of Financial Position

A$ millions	Statutory 31 December 2019	Acquisition of ACS Group	Legacy Employees Share Schemes	Convertible Notes	Impact of the Offer	Pro Forma 31 December 2019
Current assets						
Cash and cash equivalents	3.4	(3.2)	(3.4)	5.8	20.5	23.2
Trade and other receivables	5.2	1.0	-	-	-	6.2
Contract assets	0.2	-	-	-	-	0.2
Investments	0.3	-	-	-	-	0.3
Total current assets	**9.1**	**(2.2)**	**(3.4)**	**5.8**	**20.5**	**29.9**
Non-current assets						
Property, plant and equipment	0.9	0.0	-	-	-	0.9
Right-of-use assets	1.5	0.0	-	-	-	1.5
Intangibles	3.6	7.4	-	-	-	11
Deferred tax	1.2	-	-	-	1.2	2.4
Total non-current assets	**7.2**	**7.4**	**-**	**-**	**1.2**	**15.8**
Total assets	**16.3**	**5.2**	**(3.4)**	**5.8**	**21.7**	**45.7**
Current liabilities						
Trade and other payables	4.3	0.6	(1.0)	0.3	(0.6)	3.7
Provisions	1.8	-	-	-	-	1.8
Contract liabilities	0.1	-	-	-	-	0.1
Borrowings	2.4	0.6	-	-	(2.4)	0.6
Lease liabilities	0.8	0.0	-	-	-	0.8
Derivative financial instruments	0.3	-	-	4.2	(4.5)	-
Provision for tax	0.1	0.6	-	-	-	0.7
Employee benefits	0.9	-	-	-	-	0.9
Total current liabilities	**10.6**	**1.8**	**(1.0)**	**4.6**	**(7.6)**	**8.5**
Non-current liabilities						
Borrowings	4.0	0.6	-	6.5	(10.5)	0.6
Lease liabilities	1.4	-	-	-	-	1.4
Employee benefits	0.4	-	-	-	-	0.4
Provisions	0.3	-	-	-	-	0.3
Total non-current liabilities	**6.1**	**0.6**	**-**	**6.5**	**(10.5)**	**2.7**
Total liabilities	**16.7**	**2.4**	**(1.0)**	**11.0**	**(18.0)**	**11.1**
Net assets	**(0.4)**	**2.9**	**(2.4)**	**(5.2)**	**39.7**	**34.6**
Equity						
Issued equity	9.0	2.9	-	-	42.8	54.6
Reserves	7.8	-	(7.8)	-	-	-
Retained earnings	(17.1)	-	5.3	(5.2)	(3.1)	(20.1)
Total equity	**(0.4)**	**2.9**	**(2.4)**	**(5.2)**	**39.7**	**34.6**

Commentary

Strong balance sheet

- Low levels of debt, strong cash position
- Net cash position of $19.8m
- Financial flexibility to support growth objectives

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Pro Forma and Statutory Cash Flow statements

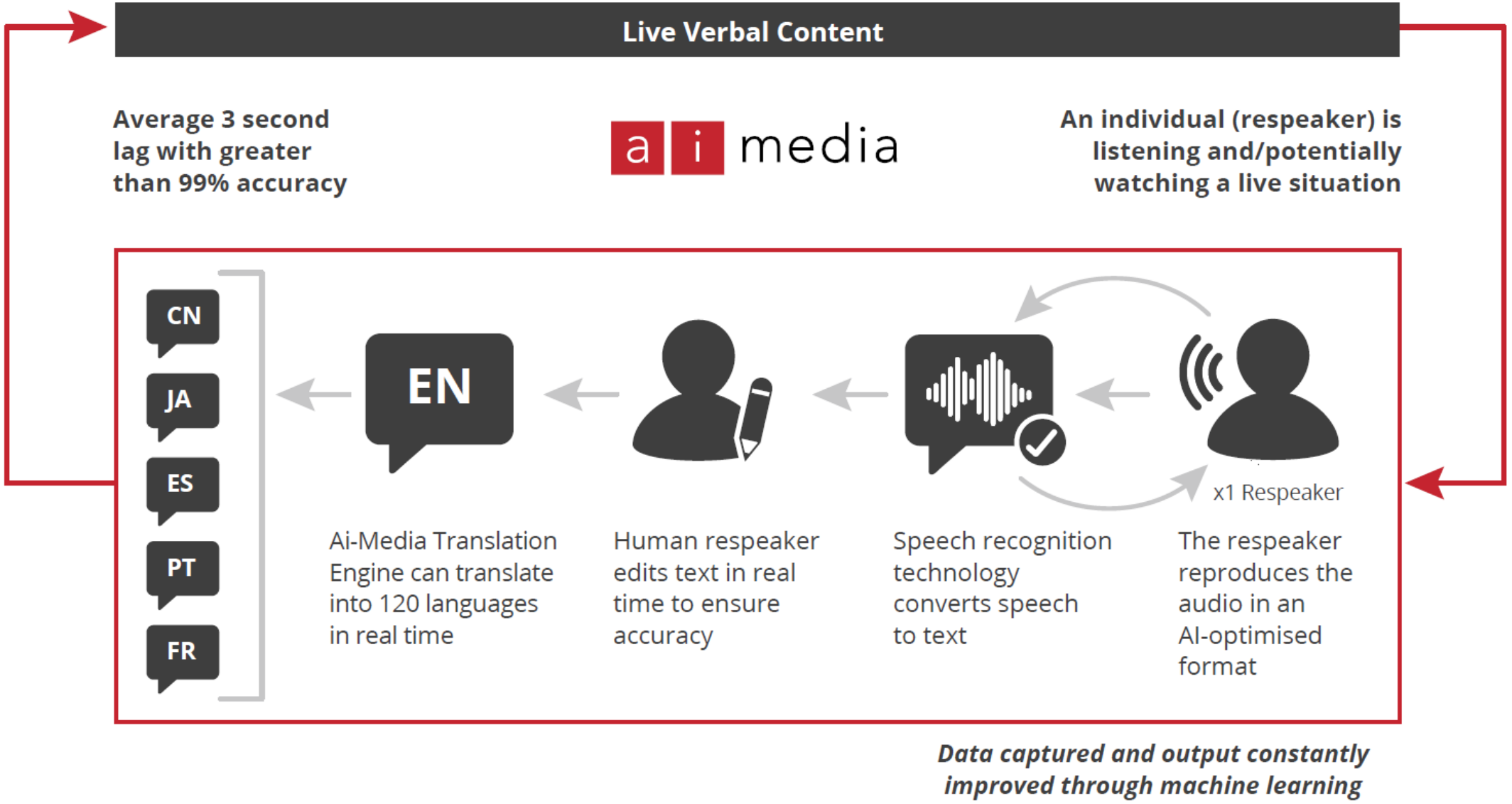
Pro Forma Historical and Pro Forma and Statutory Forecast Cash Flows

	Pro forma Historical		Pro forma Forecast		Statutory Forecast	
A$ millions	FY18	FY19	FY20F	FY21F	FY20F	FY21F
EBITDA	**(0.1)**	**(2.6)**	**(8.5)**	**(4.8)**	**(10.3)**	**(8.4)**
Changes in working capital	0.2	(1.2)	(0.2)	(2.3)	(0.3)	(2.3)
Non cash items	1.5	2.2	0.6	4.2	0.6	4.3
Other	0.1	0.1	-	-		-
Cash flow from operating activities	**1.8**	**(1.5)**	**(8.1)**	**(3.0)**	**(9.9)**	**(6.6)**
Proceeds from/(repayment of) lease payments	(0.4)	0	0.2	(0.8)	0.2	(0.8)
Capitalised development costs	(1.0)	(1.9)	(2.2)	(1.8)	(2.2	(1.8)
Other capital expenditure	(0.9)	(0.6)	(0.8)	(0.4)	(0.8)	(0.4)
Net cash flow before interest and tax	**(0.6)**	**(4.0)**	**(10.9)**	**(5.9)**	**(12.7)**	**(9.5)**
Proceeds from/(repayment of) lease borrowings					12.0	-
Net interest payments					(0.2)	(0.7)
Tax paid					(0.2)	-
Net cash flow before offer impacts					**(1.0)**	**(10.2)**
Proceeds from issues of shares					-	30.0
Repayment of shareholder loans					-	(5.4)
Cost of the Offer					-	(2.4)
Net cash flow					**(1.0)**	**11.9**

Commentary

- Working capital assumptions for FY20F and FY21F are consistent with historical trends and incorporate other specifically identified payments and receipts
- Non-cash items in FY21F principally relate to non-cash share scheme expenses
- Low levels of other capital expenditure (leasehold improvements, IT equipment)
- Pro forma net cash flow before interest and tax broadly reflects EBITDA less capitalised development costs

Live captioning delivery method



Live Enterprise case study – World Economic Forum

Customer Need

- Ai-Media was initially engaged to provide live English captions for Davos in 2018, but Davos' expertise in complex live delivery expanded this partnership to:
  - Become World Economic Forum's (WEF) streaming distributor across a variety of languages and platforms
  - Streamline WEF's internal event scheduling system
  - Offer multilingual captioning
  - Publish and manage live social media posts

Ai-Media Solution

- Ai-Media developed a suite of technical capabilities to meet WEF's complex requirements, allowing the Company to deliver:
  - Multi-channel audio support
  - Multilingual captions using our integrated machine translation capability which provided for cost-savings by removing the need for translators to be present on-site
  - Feeds for creating headlines and abstracts in near real-time for news, blogs, other channels, and stream management
  - Simulcasting of open captions and closed captions
  - Handling of multiple protocols
  - Global streaming with low latency, while maintaining stream quality
  - Speech synthesis

Ai-Media has been the restreaming and captioning partner for the World Economic Forum for three years running (2018-2020), providing accessibility for Davos and numerous international satellite events.

Capacity snapshot:

- 24/7 global coverage via a flexible team of coordinators and captioners across 6 time zones
- 127 captioned streams delivered to WEF's website and social media

Live Enterprise case study – Global Technology Company

Customer Need

- Ai-Media (ACS) initially provided English captioning for webcasts and large events for a global technology company, projecting text onto the project screens
- Employees found the captioning at these events beneficial and requested that captioning was provided internally for use in every day operations
- Security was a top concern for all of the company's employees

Ai-Media (ACS) Solution

- Ai-Media (ACS) provides a full complement of services for onsite captioning of large events, remote webinar captioning and individual CART captioning services
  - A secure environment for all services meeting the company's IT high standards
  - Unique accents and terminology are learned by onsite CART Captioners providing accuracy
  - Ai-Media (ACS) is able to handle existing needs and on-demand expansion
- Ai-Media's technology platform allow for services to be provided via remote delivery

Ai-Media (ACS) has been a partner with the company for over a decade, starting with a simple webcast. The Company has grown into one of Ai-Media's largest customers across three countries

Snapshot

- Grown from one hour of work initially to one of Ai-Media's (ACS) largest customers
- Excellent security and quality to meet high customer standards
- Opportunity for growth and expansion globally

Live Broadcast case study – Singtel Optus

Customer Need

- Having never provided live captioning before, Singtel engaged Ai-Media in July 2019 to live caption English Premier League content
- In order to meet regulatory requirements in Australia, Singtel required high quality live captioning on six Optus sports channels, with two backup channels as redundancy

Ai-Media Solution

- Designed to deliver live captioning to Singtel from anywhere, both technically and operationally
- Captions on any device
- Developed a streaming-based video solution to send the signal to our global team
- Achieved live captioning delivery within budget and ahead of schedule

Capacity Snapshot:

- Average of 211 hours of content delivered / month
- 24/7 coordination and captioning delivery capability

Singtel OPTUS

Recorded case study – Griffith University

Customer Need

- Griffith University engaged Ai-Media in April 2018 to provide closed captions for their recorded lecture content on their learning platform
- The university wanted to make content more accessible for their students

Ai-Media Solution

- Ai-Media enabled Griffith University to efficiently order closed captions from within their platform
- When an order is placed it automatically flows through to Ai-Media's workflow where the captions are produced and then published back to the platform
- The solution was built with the capability to:
  - Allow for automated receipt, fulfilment and delivery of orders
  - Allow customers to download completed files in a variety of formats
  - Allow customers to view order tracking information

Griffith UNIVERSITY
Queensland, Australia

Volume snapshot:

- 145 content hours / month on avg.
- Over 2,600 files delivered to date

Board of Directors

Deanne Weir
Non-Executive Director and Chair

Deanne has served as a director of Ai-Media since 2010 and became Chair in August 2013. An entrepreneur, company director and philanthropist, Deanne previously spent 10 years at ASX listed company Austar United Communications as a senior executive, including as General Counsel and Company Secretary. Deanne is also Chair of Seer Data and Analytics, an Australian technology start-up. Deanne was a long-term Board member and Deputy Chair at Screen Australia and in 2017 was appointed Chair of the Sydney Film Festival. Deanne is a Graduate of the Australian Institute of Company Directors.

Alison Loat
Non-Executive Director

Alison joined the Board in 2018 is the Chair of Ai-Media's Canadian entity. Alison is the Managing Director, Sustainable Investing and Innovation at OPTrust, a Canadian public pension plan, where she is responsible for environmental, social and governance-related aspects of $22 billion in globally diversified investments and for developing a new investment portfolio that deploys capital at the intersection of sustainability and innovation. She is also a Director of The Logic, a Canadian media company. She holds a BA (Honours) from Queen's University and a Master of Public Policy (MPP) from the Harvard Kennedy School.

John D. Martin
Non-Executive Director

John joined the board in 2010 and served as the company's first Chairman until 2013. He is an experienced company director and business executive having served as CEO and director of ASX-listed Babcock & Brown Communities, Primelife and Regeneus. John is a former corporate and executive partner of the law firm Allens where he specialised in M&A, fundraising and corporate advisory. John is a member of the Australian Institute of Company Directors.

Tony Abrahams
Chief Executive Officer, Director and Co-Founder

Tony is the CEO of Ai-Media, a business he co-founded in 2003. As a Rhodes Scholar, Tony attended the University of Oxford from 1998-2001 where he received a MBA and MPhil in Economics. Tony has Commerce and Law degrees from UNSW and was the university medalist in accounting in 1998. Tony served as a Director of Northcott Disability Services from 2010 to 2018 and was recognised by the World Economic Forum as a Young Global Leader in 2013.

Jonathan Pearce
Non-Executive Director

Jonathan was appointed to the Board in January 2020. He has significant experience in the finance industry and has held senior roles in a number of boutique investment houses. He is a portfolio manager of the CVC Emerging Companies Fund and focuses on primarily on corporate finance and advisory for small and mid-cap companies listed on the ASX.

Senior Management

Tony Abrahams
Chief Executive Officer, Director and Co-Founder

Tony is the CEO of Ai-Media, a business he co-founded in 2003. As a Rhodes Scholar, Tony attended the University of Oxford from 1998-2001 where he received a MBA and MPhil in Economics. Tony has Commerce and Law degrees from UNSW and was the university medalist in accounting in 1998. Tony served as a Director of Northcott Disability Services from 2010 to 2018 and was recognised by the World Economic Forum as a Young Global Leader in 2013.

Patrick Fok
Chief Financial Officer

Patrick has over 25 years of senior finance and business development experience across multiple industries including FMCG, Airline, Media and Technology. His previous roles include Head of Finance Media and Marketing at Telstra, Commercial Director & CFO of Fairfax Radio Network and GM Group Financial Planning at Fairfax Media. Patrick is a Fellow of the Australian CPA, and graduated from the University of Technology, Sydney with a MBA, Post Graduate in IT, and degree in Business.

Philip Hyssong
Chief Customer Officer

Philip is co-founder of Alternative Communication Services, and PostCAP, LLC - a family of text creation companies which Ai-Media acquired in May 2020. He holds an undergraduate degree in Education from Concordia University Chicago, a Masters' degree in Instructional Design from Northern Illinois University, and became a Certified Manager of Reporting Services through the National Court Reporters Association. He pioneered remote CART Captioning bringing it into the mainstream and also was the first to offer Text Interpreting on a national level. He spent time in Washington, DC, for several years as a member of the Federal Communications Committee (FCC) subcommittee on disability.

Megan Hemingway
Chief Information Officer

Megan is the CIO of Ai-Media. She joined in May 2020 after 4 years as the Head of IT for Seven West Media. She has degrees in Computer Science and Mathematics from the University of Newcastle.

Megan has more than 20 years experience in IT, starting as a developer, moving through project management into general IT leadership. She has worked primarily in the media, engineering and mining industries.

Ian Harris
Chief Product Officer

Ian has over 25 years' experience building, delivering and managing technology and broadcast products. As part of Austar United Communications, Ian was responsible for building and running the broadcast infrastructure nationally. He has executed global product management and sales roles in broadcast companies in London and Dublin before focusing on North American customers as part of Accenture in New York. Ian is responsible for product strategy and delivery at Ai-Media.

Sue Sanossian
Company Secretary

Sue joined Ai-Media in 2011 and is responsible for assisting the Board and company in meeting its fiduciary, compliance and corporate governance obligations. Sue heads up the People and Culture team and previously was part of the corporate development and legal affairs team at Austar United Communications Limited (an ASX listed company). She is a Member of the Australian Institute of Company Directors. In January 2020 Sue was appointed Board member of the Global Alliance of Speech to Text Captioning.

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