

Making the World's Content Accessible – For Everyone



16 November 2020

Annual General Meeting

Opening Remarks

Your Board of Directors



Deanne Weir
Non-Executive Chair



Tony Abrahams
Chief Executive Officer,
Director and Co-Founder



Jonathan Pearce
Non-Executive Director



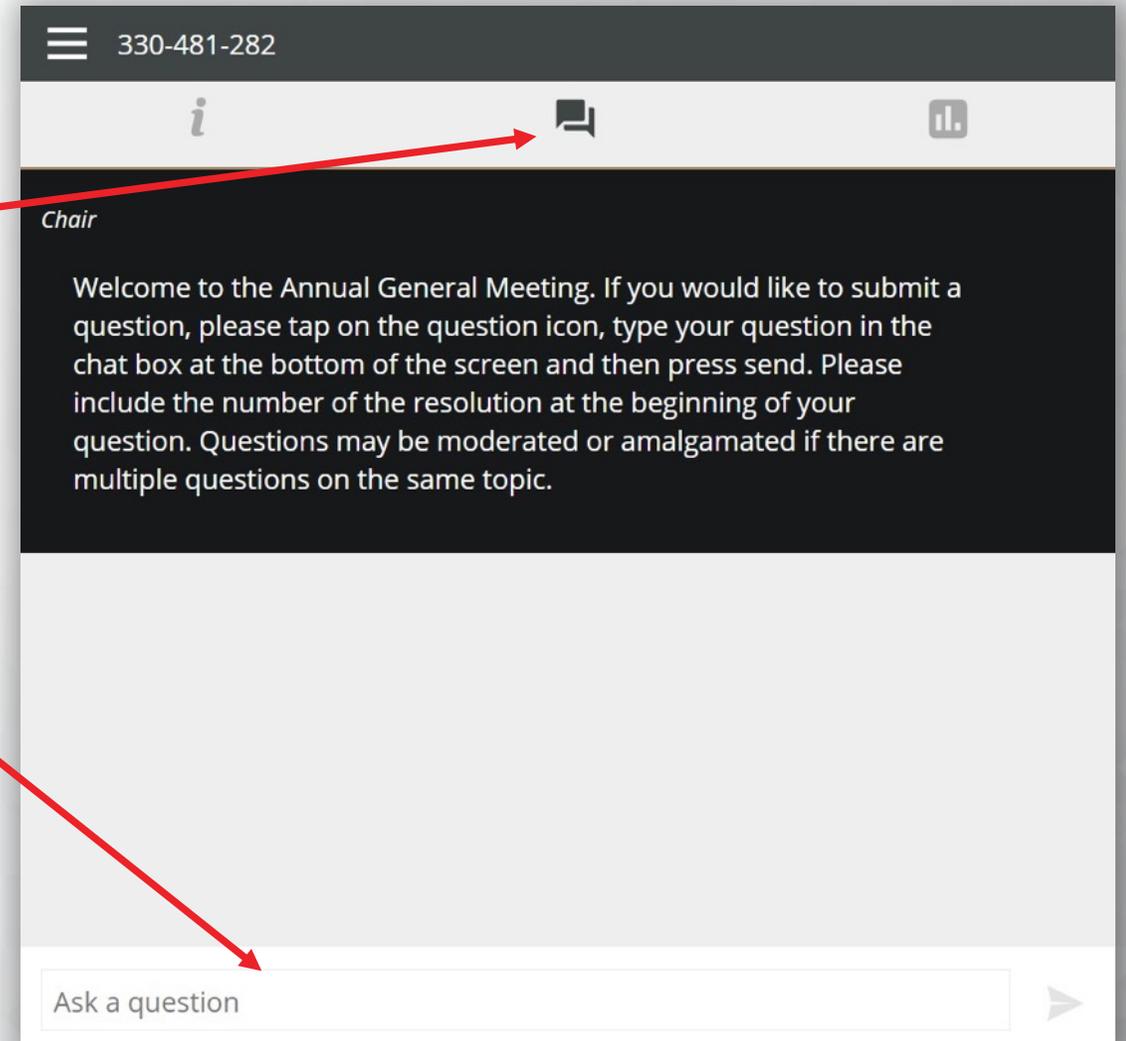
Alison Loat
Non-Executive Director
Remuneration & Nomination
Committee Chair



John Martin
Non-Executive Director
Audit & Risk Committee Chair

Q&A Guide

- When the Question function is available, the Q&A icon will appear at the top of the app
- To send in a question, simply click in the 'Ask a question' box, type your question and then press the send arrow
- Your question will be sent immediately for review.



Voting Guide

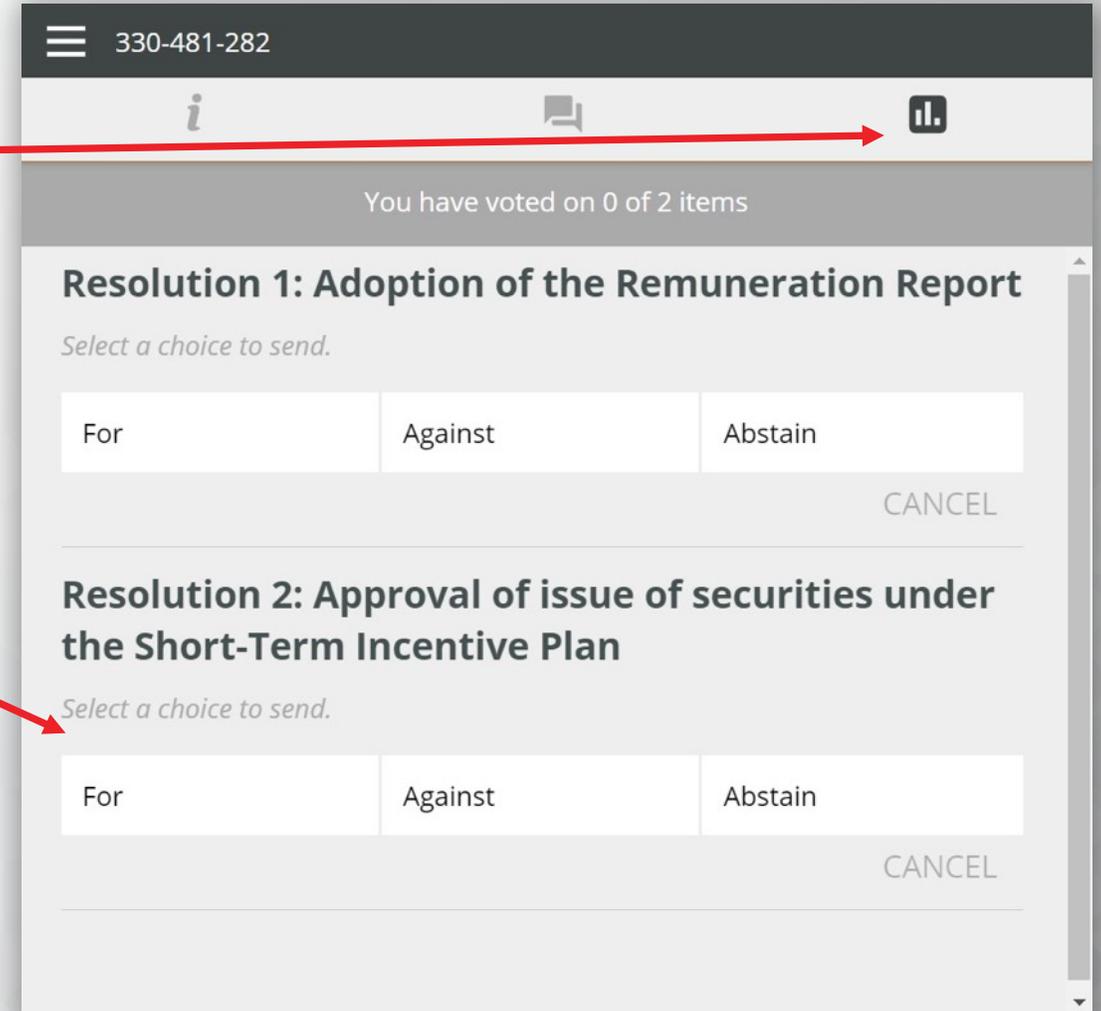
- When the poll is open, the vote will be accessible by selecting the voting icon at the top of the screen.



- To vote simply select the direction in which you would like to cast your vote, the selected option will change colour.



- There is no submit or send button, your selection is automatically recorded. You can change your mind or cancel your vote at any time before the poll is closed.



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Agenda

1. Chair's Address
2. CEO's Address
3. Business of the Meeting
4. Q&A



Chair's Address

The Ai-Media Team



FY2020 Highlights

\$30 million
IPO Proceeds (net)

\$25.4 million
Services Revenue¹
↑ 38.6%

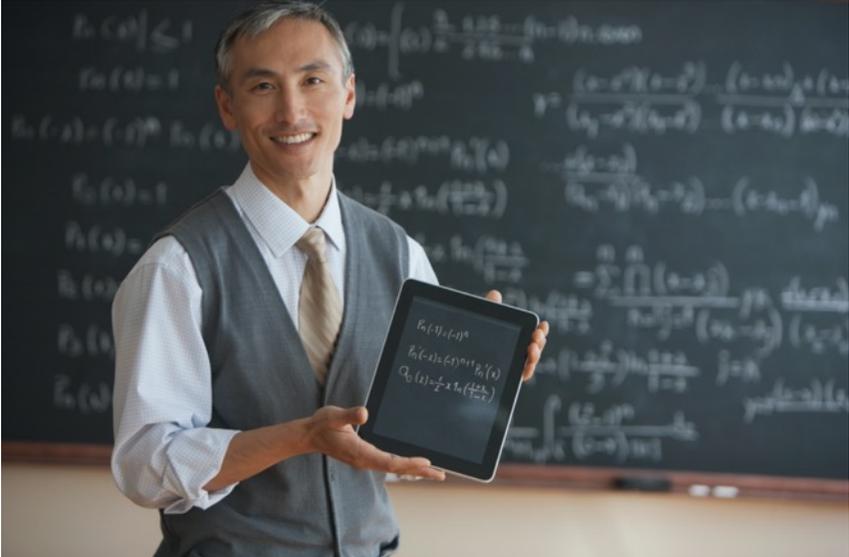
\$11.8 million
Gross Profit¹
↑ Prospectus

\$12 million²
Approximate cash balance
as of 31 Oct 2020

**Completed ACS
Acquisition**

1. Statutory results
2. Post IPO and after repayment of debt and payment of IPO related costs

Our Purpose



Corporate Governance



Thank You



CEO Address

Financial performance in FY2020 ahead of Prospectus

\$37.1 million
Services Revenue¹

21.6%¹ increase on
the prior year

51%¹
of revenue made up of
Live Enterprise

83%² year on year
growth

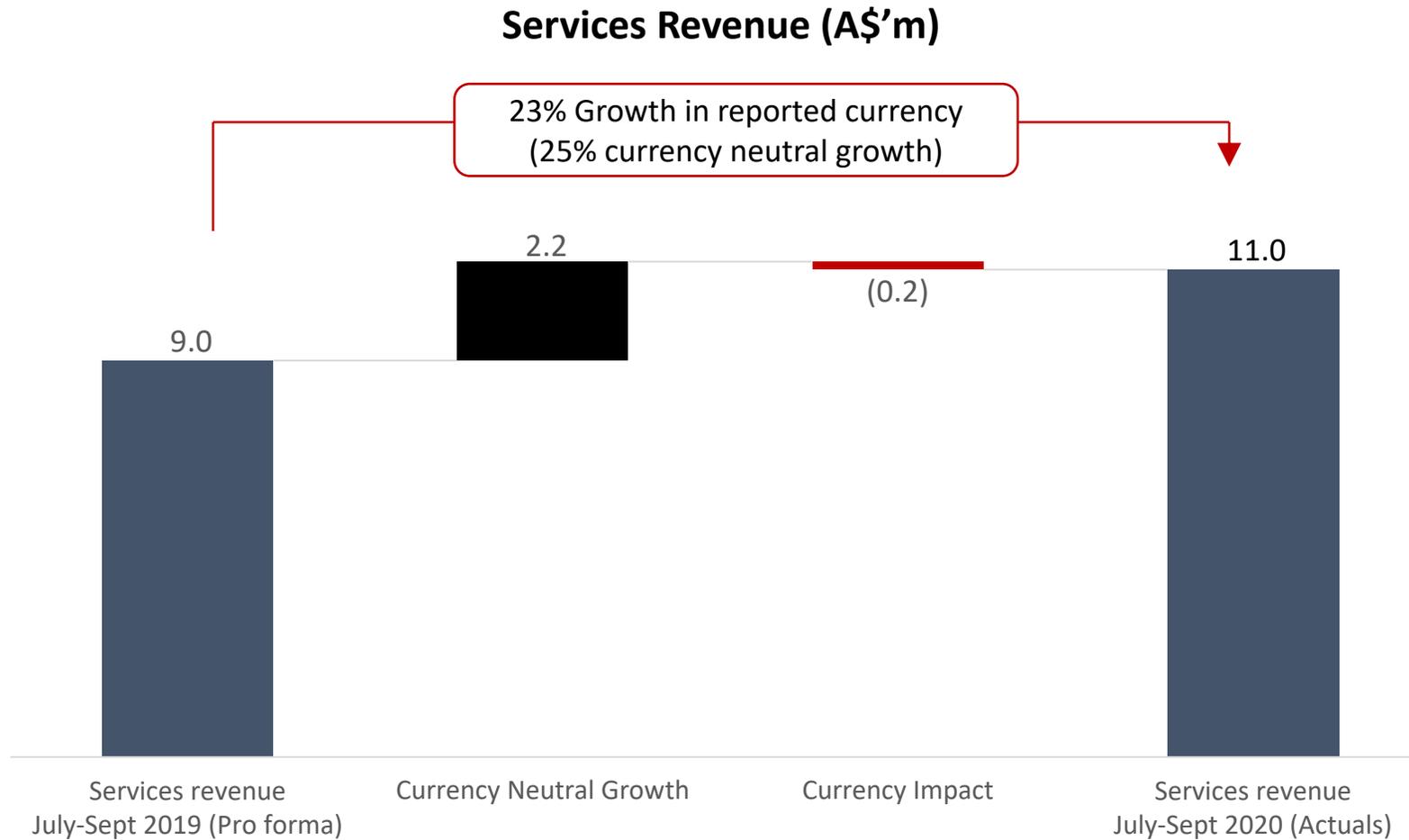
44%²
FY20 Gross Profit Margin

Initiatives to drive
improvement in FY21

1. Pro forma is unaudited and includes 100% of ACS Services revenue

2. Excludes ACS, including ACS the year on year growth in Live Enterprise is 22.5% and the gross profit margin in 38%

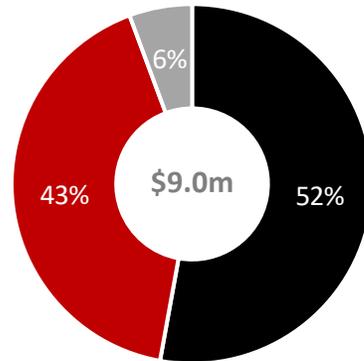
Strong momentum in Q1 to deliver FY21 forecast Services revenue growth of 20%



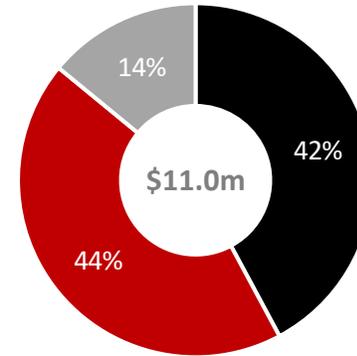
Greater geographic diversity with Enterprise a key growth driver

Services Revenue Geographic Mix %

Jul-Sep 2019 (Pro Forma)

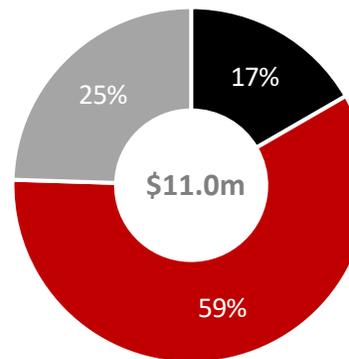
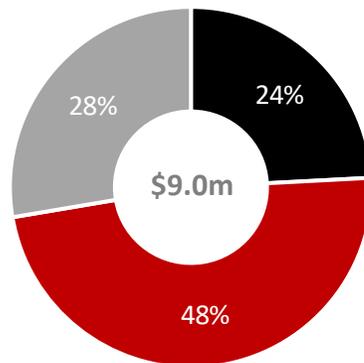


Jul-Sep 2020 (Actuals)



■ ANZ ■ North America ■ Rest of World

Services Revenue Product Mix %



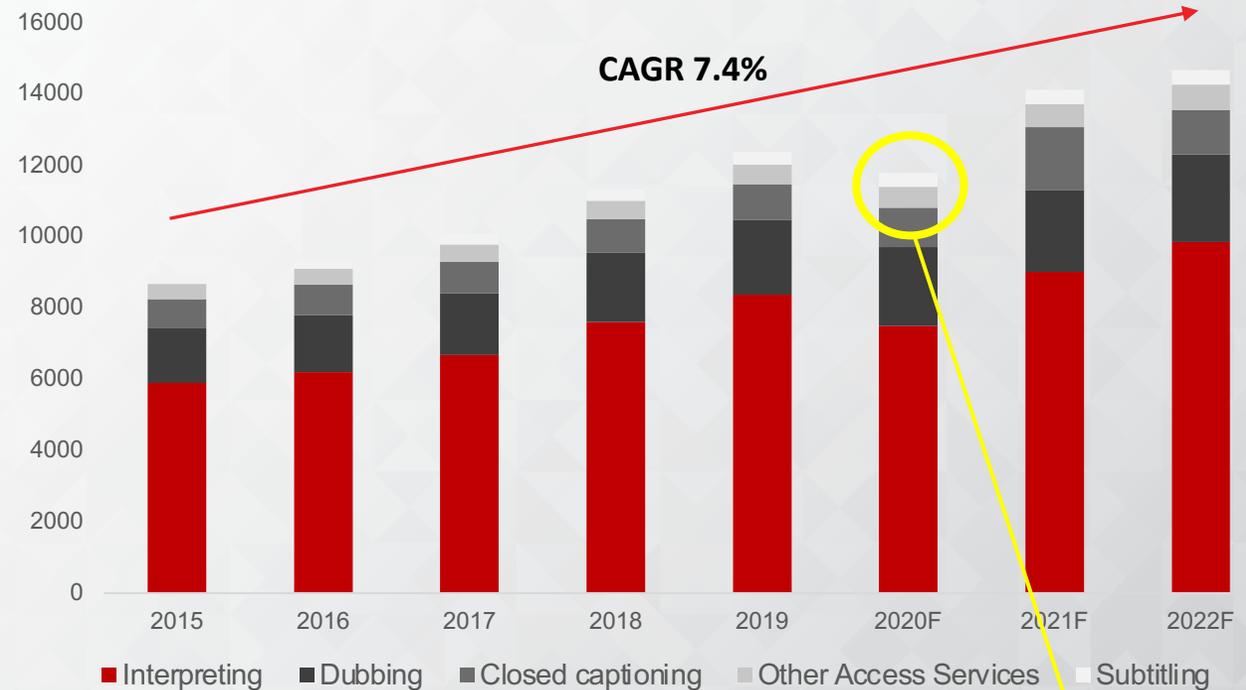
■ Live Broadcast ■ Live Enterprise ■ Recorded

Growing global market forecast to be US\$14.7bn by 2022

Key growth drivers

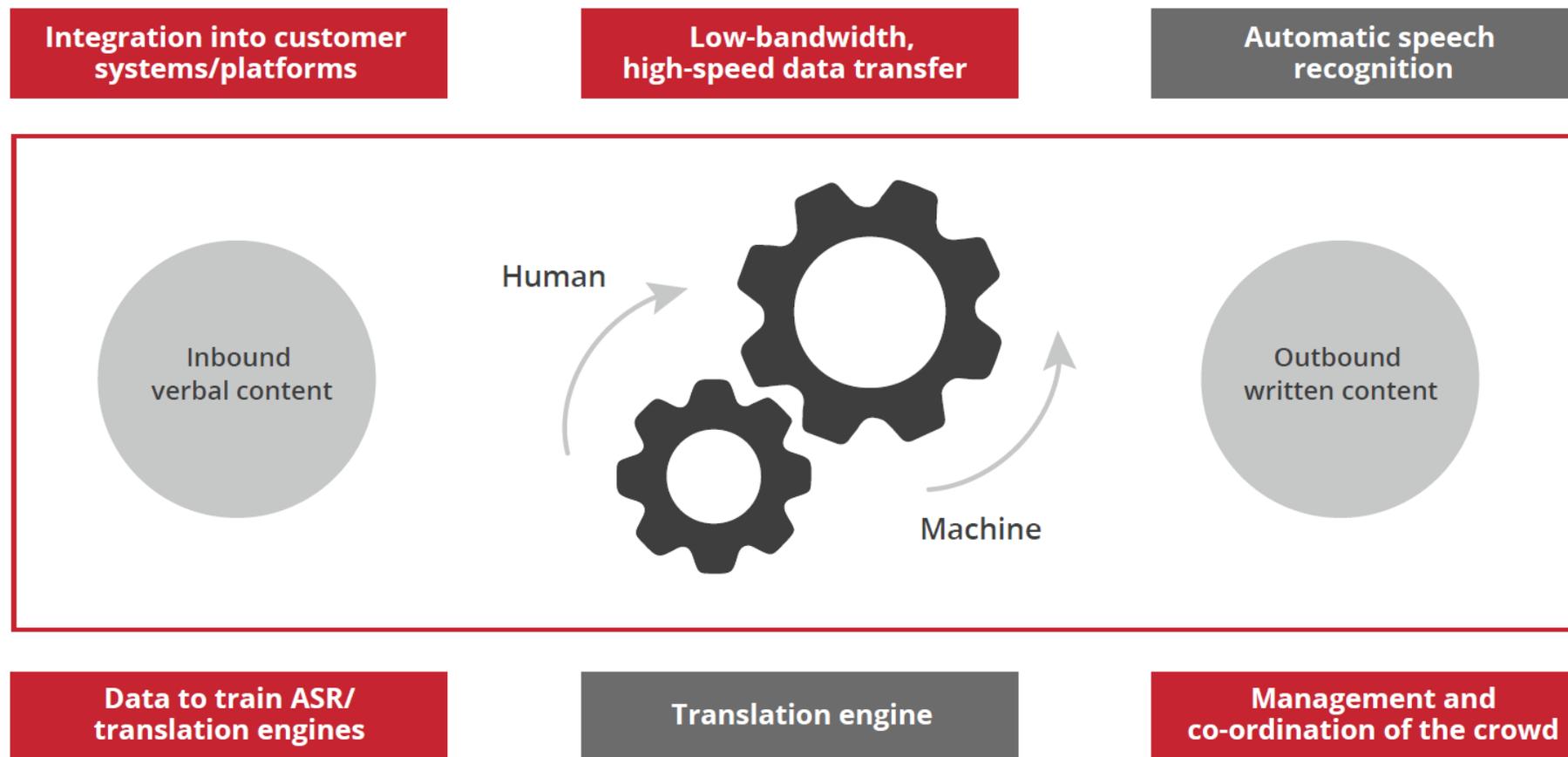
- Increasing regulatory requirements across the globe
- Increased demand for services outside media and entertainment
- Increasing need for localisation
- Requirement for low-cost services to be delivered more efficiently
- COVID-19 has accelerated adoption of Video as a key communications tool for Business and Education enterprises

Addressable Market by Service, Global, 2015 to 2022F (US \$m)



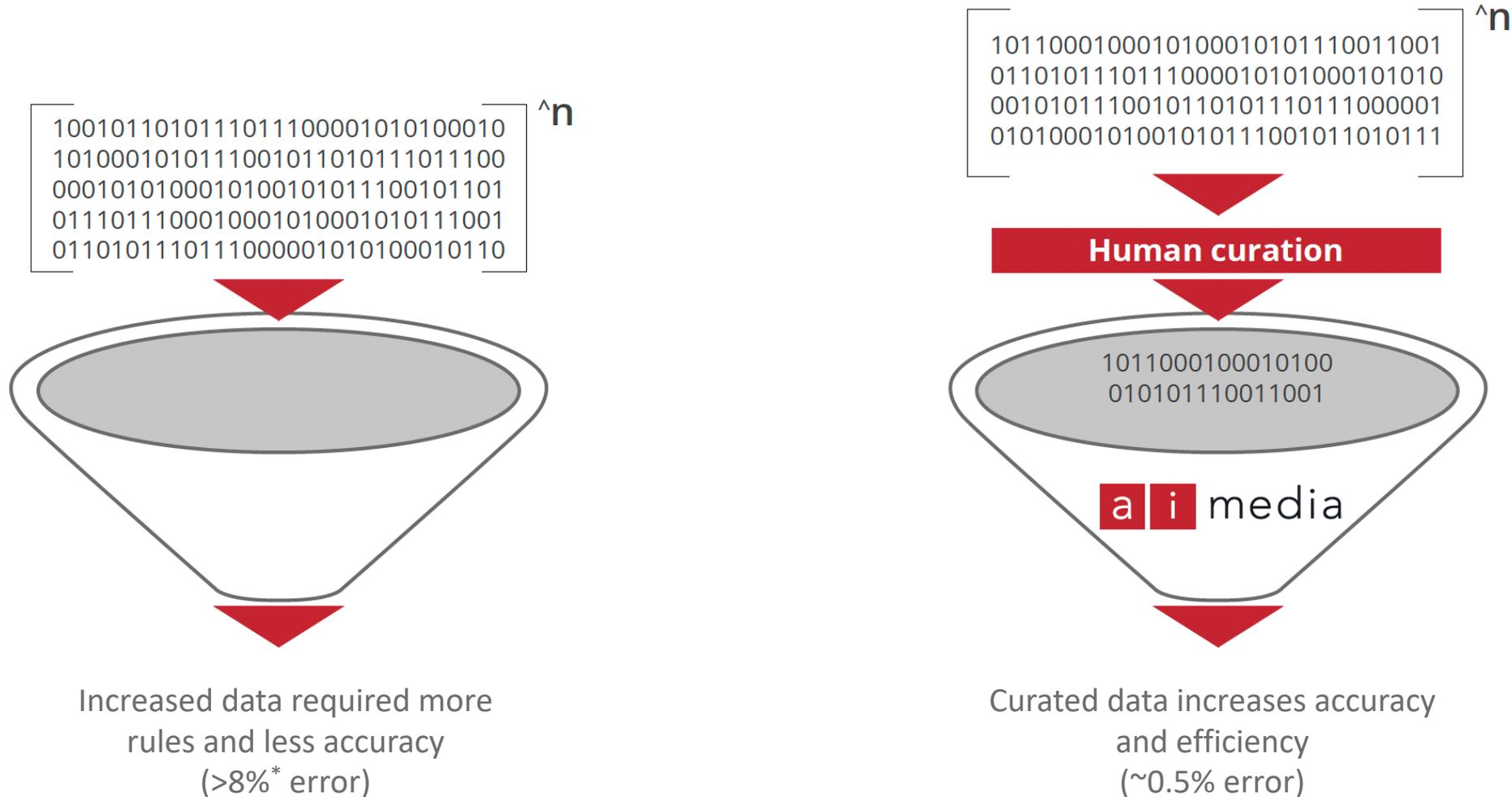
Trading performance indicates COVID-19 will actually drive market growth

A cloud based scalable technology platform



■ developed by Ai-Media ■ externally developed

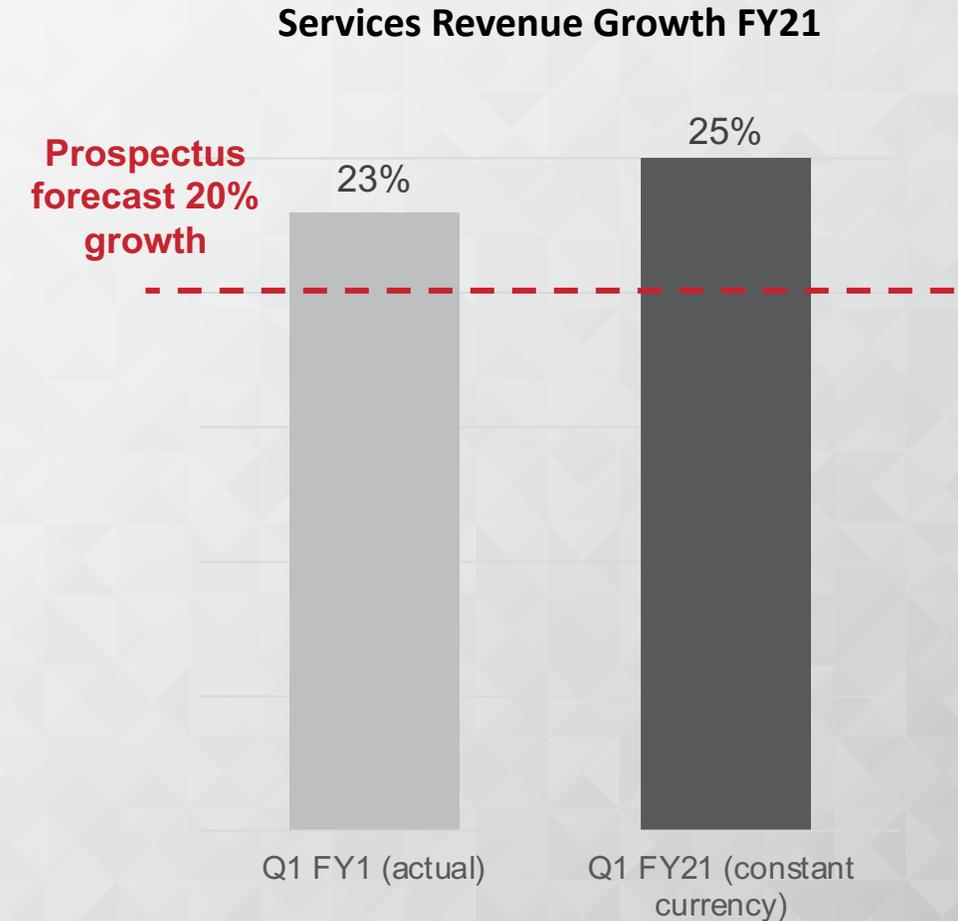
Accuracy driven by the combination of human curation & machine capability



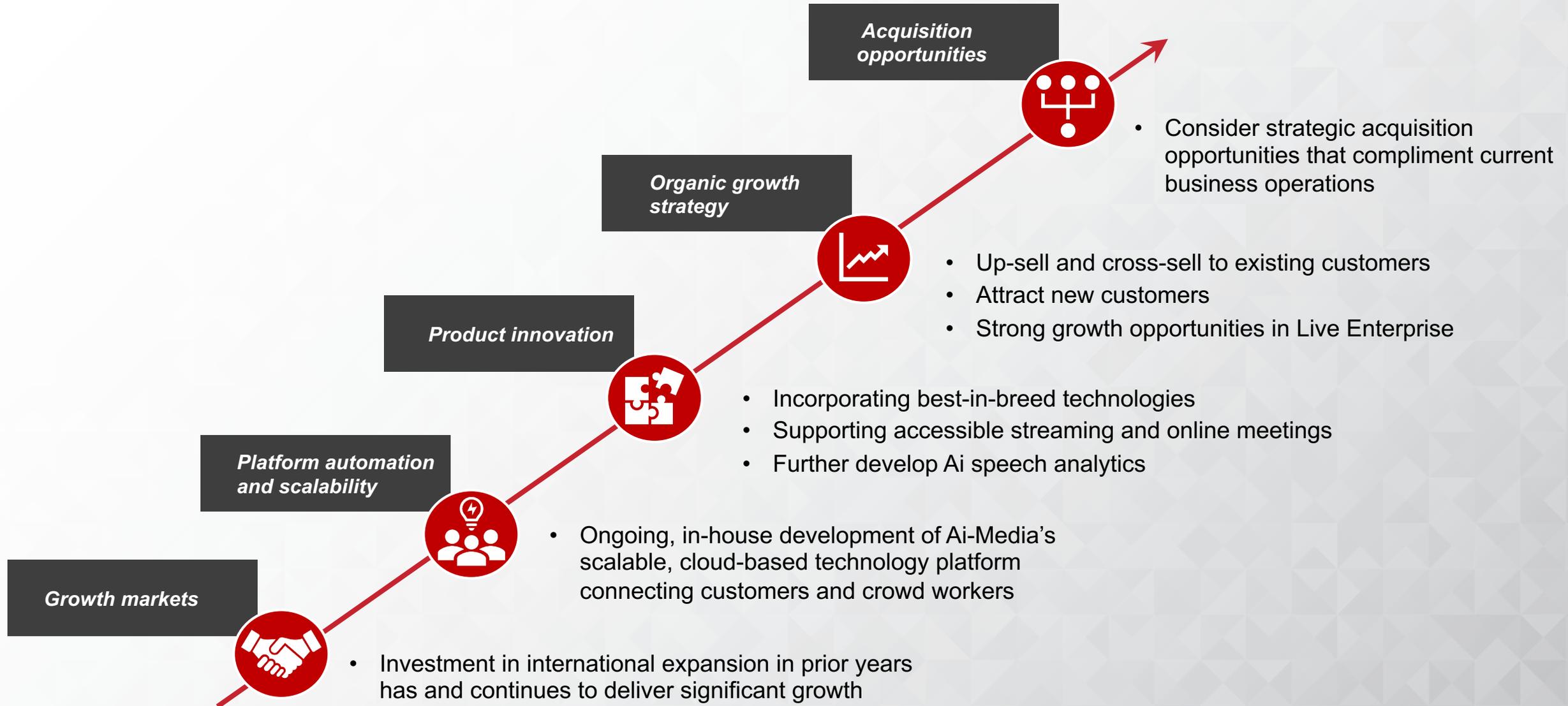
* Based on NER captioning quality assessments utilising the scores from the best-performing ASR engines as tested by Ai-Media in FY20

Reaffirming FY21 Prospectus forecasts including 20% Services revenue growth

- **Reaffirm FY21 Prospectus forecasts including \$43.8m in FY21 Services revenue**
- First quarter services revenue growth tracking in line with internal phased forecast aligned to Prospectus forecasts
- Increased geographic diversity as share of revenue from outside of Australia increases significantly
- Live Enterprise is the engine of global growth as Video becomes embedded as core communications tool for Business and Education enterprises
- Ramping up capacity to meet higher demand expected to be sustained beyond COVID-19 restrictions easing - "No-one will unlearn Zoom"
- Strong pipeline for new security-led sales
- Follow on acquisitions to ACS being considered in a consolidating industry



Multiple levers of future growth in FY21 and beyond



Q&A



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