

## ASX ANNOUNCEMENT

16 November 2021

### Response to Research Report

**Melbourne, Australia, 16 November 2021:** Ai-Media Technologies Limited (**Ai-Media** or **Company**) (**ASX: AIM**), a global provider of technology-driven live and recorded captioning, transcription and translation services, refers to an uncommissioned research report issued by Morgans Financial Limited on 12 November 2021 (**Research Report**).

The Research Report was issued following the release of the Company's CEO and Chair presentations at the Annual General Meeting held on 12 November 2021 (which are available at [www.asx.com.au](http://www.asx.com.au) and the Company's website).

Ai-Media advises that it does not adopt or endorse in any way the forward-looking financial projections made in the Research Report, including with respect to the following matters:

- projected Group revenues in financial year 2022 (**FY22**) of \$61.6m, revised from \$70.5m in the last research report issued by Morgans in August 2021; and
- projected Group earnings before interest, tax, depreciation and amortisation (**EBITDA**) of \$0.6m, revised from \$9.6m in Morgans' August 2021 report.

Ai-Media has not published earnings guidance for FY22 or beyond and the Board does not consider that it has a reasonable basis to do so, particularly given the early stage of the financial year. The Company would not typically comment on the contents of a research report. However, the Company believes that the Research Report had a material impact on the trading in the Company's shares on ASX on 15 November 2021 and in this context the Company wishes to respond to ensure an informed market.

Investors are encouraged to use the information released by the Company for their investment decisions. This includes the following disclosures previously made to ASX, including in the Annual General Meeting materials:

- The Company achieved positive operating cash flow in Q4 FY21. Despite an operating cash flow loss of (\$0.025m) in Q1 FY22, the Company is targeting positive operating cash flow in FY22 and beyond.
- Ai-Media is accelerating its strategy to increase the quality of revenue with the transition from Services to higher margin recurring SaaS revenue, driven by iCap benefits for live delivery and downstream applications through the newly-launched SubSilo™ platform.
- Significant greenfield growth markets are emerging faster than anticipated including the Indian Government's announcement of 3 November 2021 to set live captioning standards following a short consultation process.
- Ai-Media will continue to invest in its product suite and technology to further improve the quality of its product offerings in order to take advantage of its global growth opportunities.

The Board is confident that Ai-Media is well placed to continue its revenue growth and operating cashflow trends in FY22, with its market-leading technology platform giving it the

ability to take advantage of continued tailwinds from the accelerated use of video and live streaming, and enhanced regulatory settings, worldwide.

## ENDS

Authorised for release by the Ai-Media Board.

## Further Information

### Investors:

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### About Ai-Media

Founded in Australia in 2003, technology company Ai-Media has become a global leader in the provision of high-quality live and recorded captioning, transcription and translation services. Its technology platform combines artificial intelligence and human expertise to deliver speech-to-text accuracy in three price points: automated (Lexi), semi-automated (Smart Lexi), and premium (Ai-Live). The company is the biggest captioning provider in the Australian market, with clients including major free-to-air and pay television networks, and has a growing international footprint, with offices in Australia, the US, UK and Canada. Globally, Ai-Media technology delivers 7 million minutes of live and recorded media content, and online events and web streams every month. Ai-Media (ASX: AIM) commenced trading on the ASX on 15 September 2020.

For more information on Ai-Media please visit <https://www.ai-media.tv/>