



Audioboom

Investor Update

April 2026

[AUDIOBOOM.COM](https://audioboom.com)



Q1 26 Executive Summary

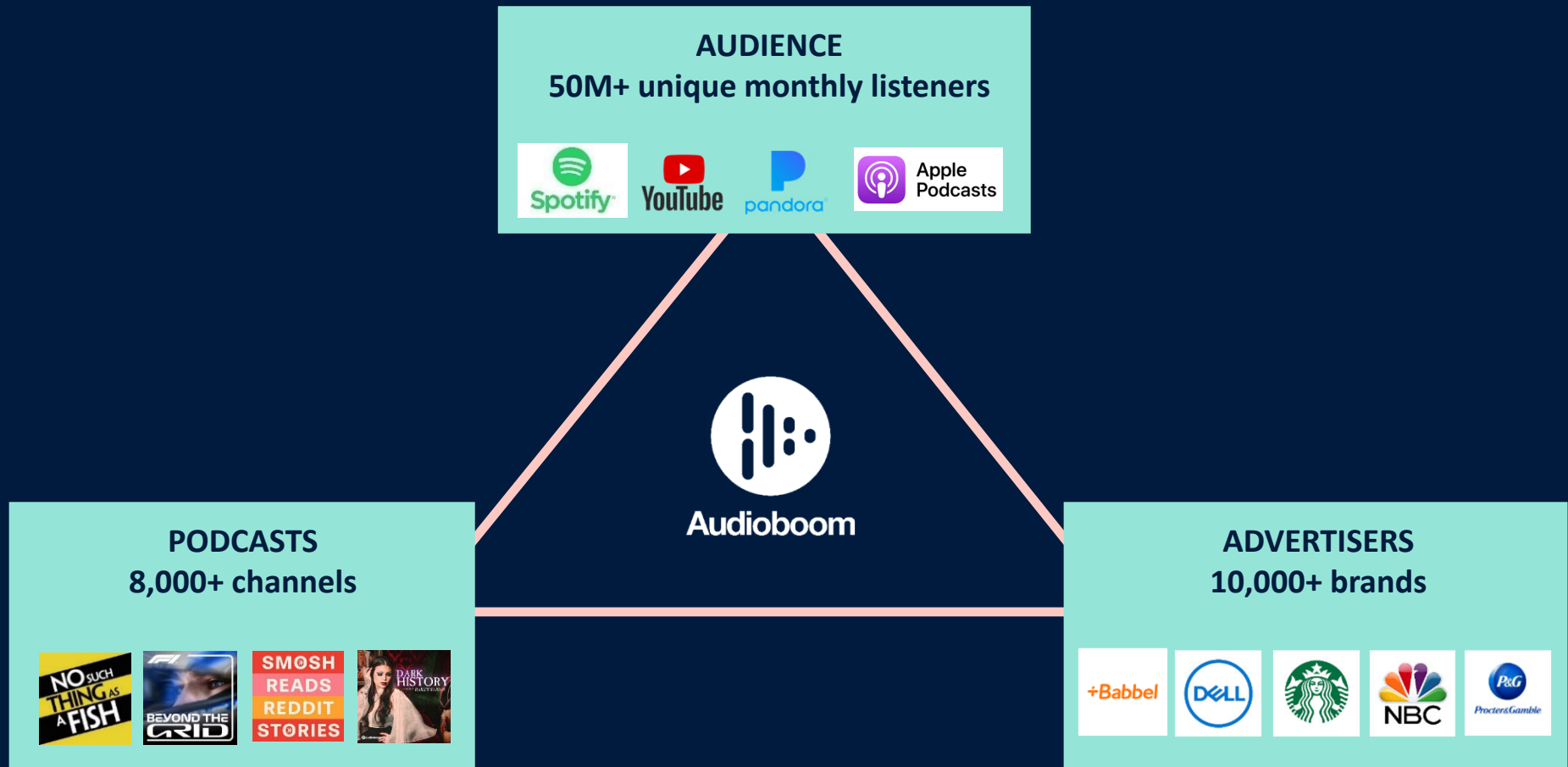
- Audioboom continues positive growth story with record Q1 revenue, gross profit and adj EBITDA
- Launch of commercial partnerships with Spotify and Apple to support video monetisation
- Hosted the inaugural UK Audioboom Upfronts in London as UK profile continues to grow following successful Adelicious acquisition and integration
- Expansion of the Audioboom Creator Network through new tier one content partnerships, including *Crooked Media*, *RedHanded* and *Hear Me Out*
- Renewed key contracts with leading podcasts in our creator network including *F1: Beyond the Grid*, *Soder*, *Zane* and *Heath: Unfiltered*, *The Sabrina Zohar Show* and *Monsters Among Us*



Business Model

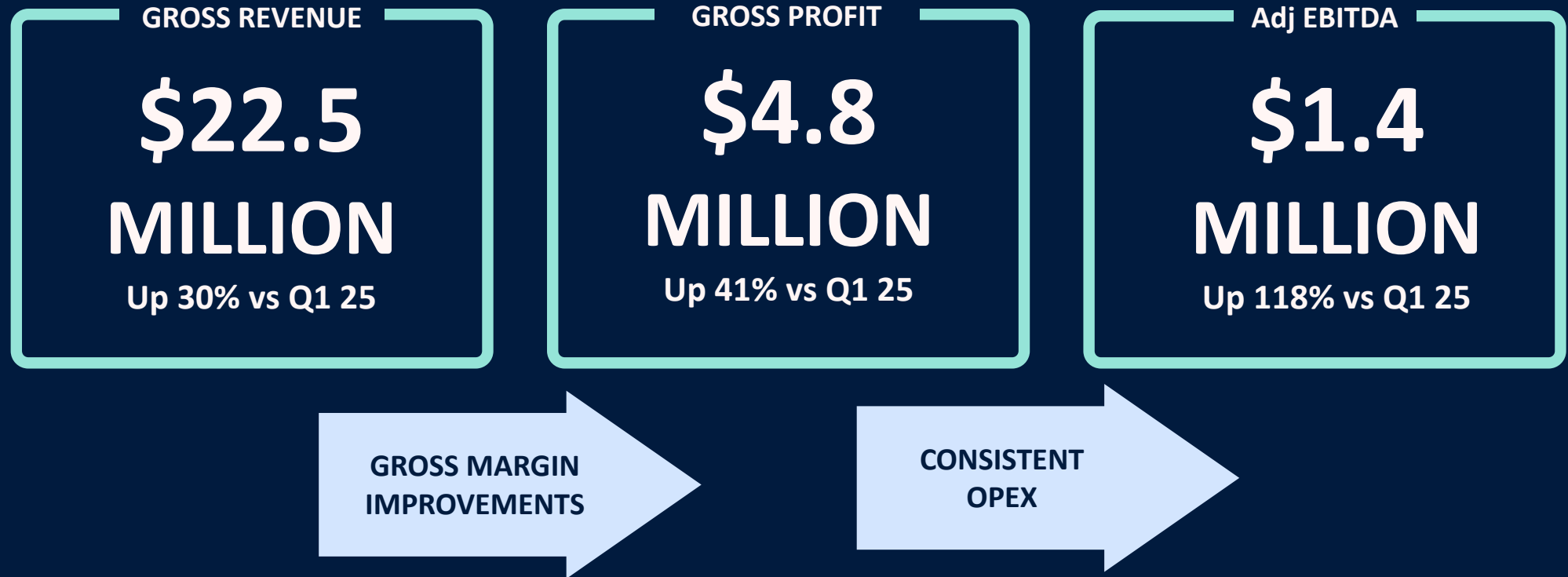
AUDIOBOOM POWERS PODCASTING FOR CREATORS

Our platform capabilities create value by connecting content, audience and advertisers at scale globally





Q1 26 Performance



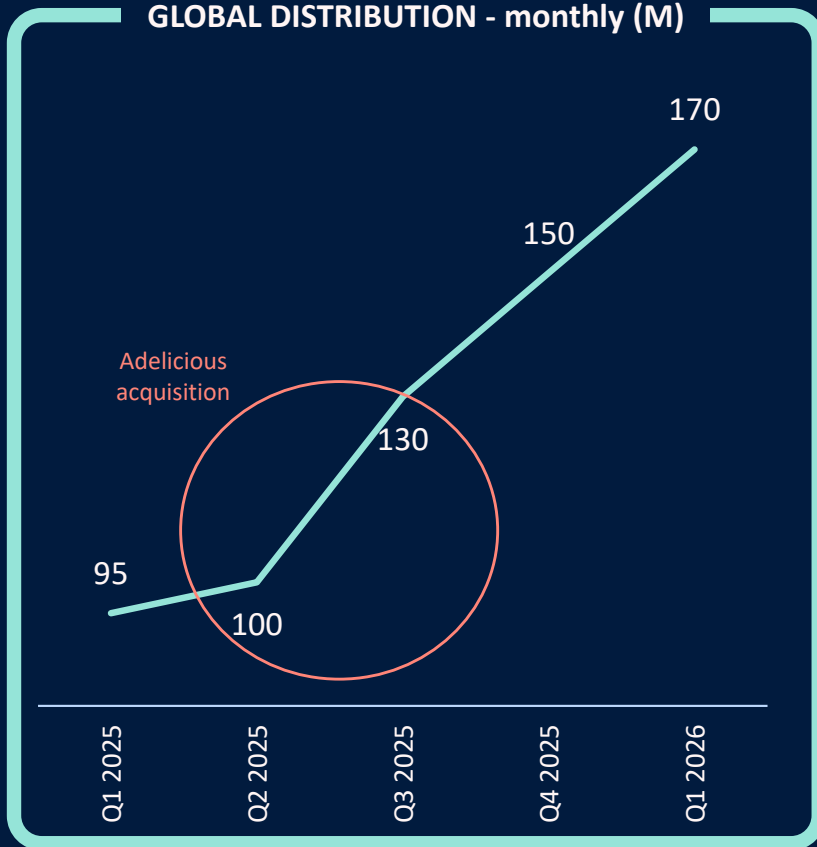
- Record Q1 performance across all financial metrics
- Continued focus on higher quality revenue driving gross profit expansion
- Higher margin revenue combined with stable OPEX delivered significant adj EBITDA growth
- Adj EBITDA margin of 6.7% in Q1 with expectation for this to increase through 2026 due to seasonality of revenue



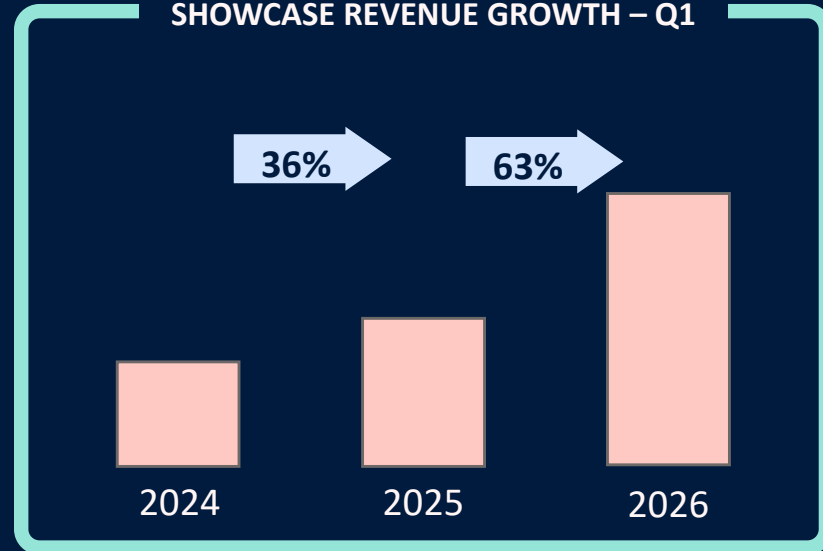
2026 Revenue Drivers

Strong distribution growth, combined with Showcase growth and Premium bookings, positions the business to deliver record 2026 financial performance

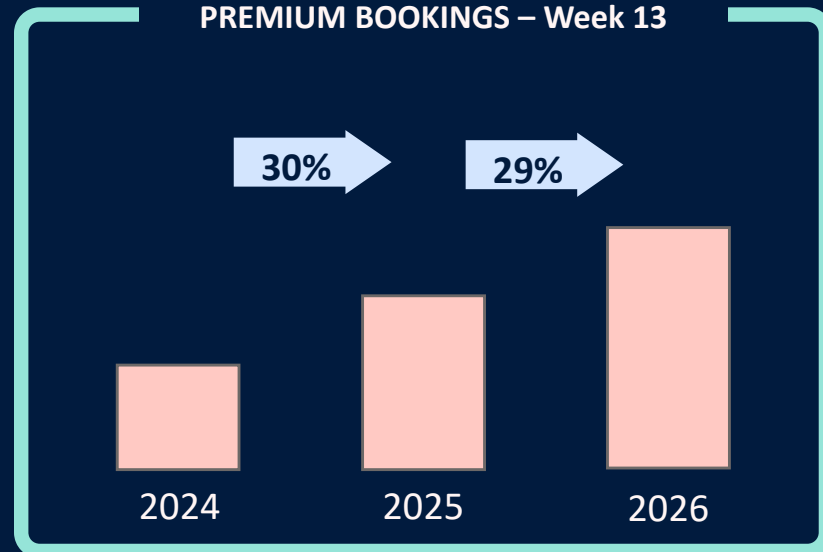
GLOBAL DISTRIBUTION - monthly (M)



SHOWCASE REVENUE GROWTH – Q1



PREMIUM BOOKINGS – Week 13



79%

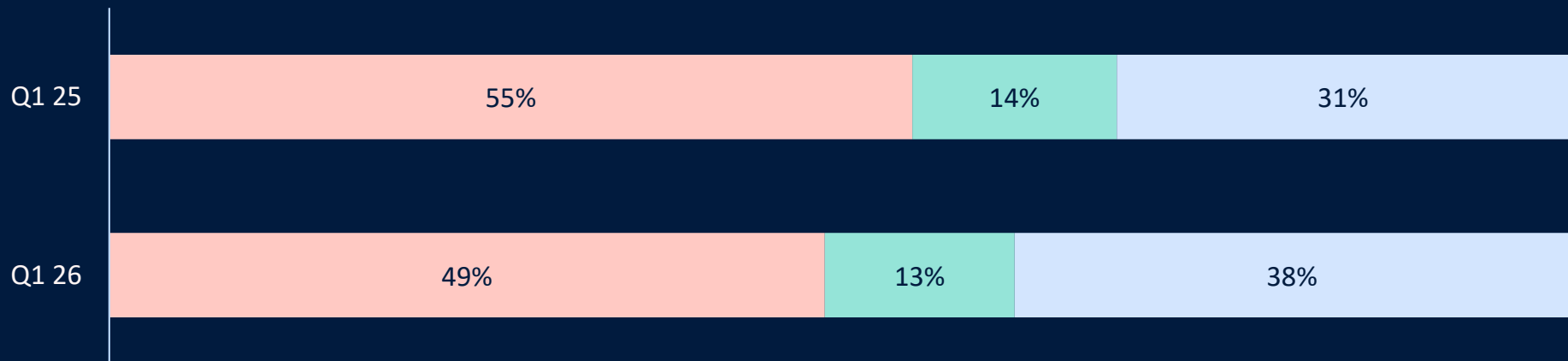
Q1 Distribution Growth vs Q1 2026

Driven by Adelicious acquisition, fast growth of video podcasting, and signing of Crooked Media and RedHanded in Feb 2026



Focus On Quality of Revenue

AUDIOBOOM REVENUE CONTRIBUTION AND GROSS MARGIN



GROSS MARGIN

■ Premium
25%

■ Sonic
15%

■ Showcase
26%

13%

INCREASE IN PREMIUM
GROSS MARGIN

VS. Q1 25

23%

INCREASE IN SHOWCASE
CONTRIBUTION

VS. Q1 25

41%

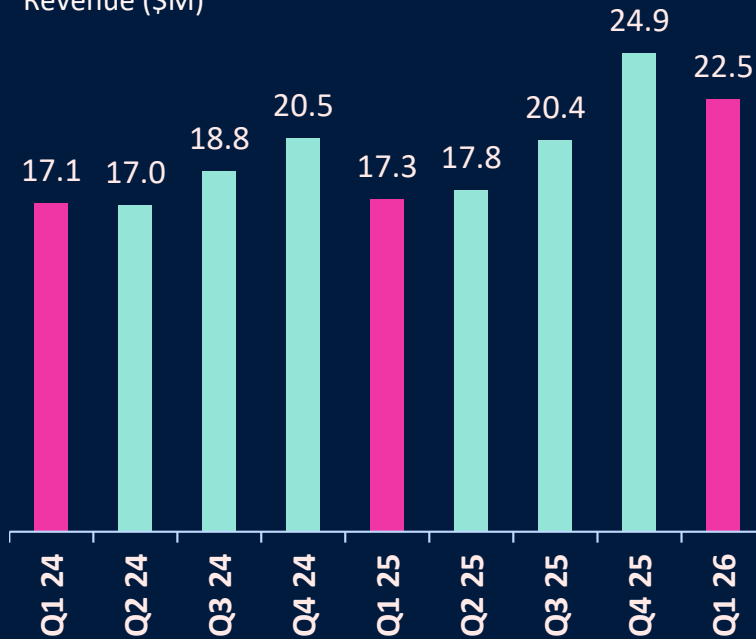
INCREASE IN GROSS
PROFIT

VS. Q1 25

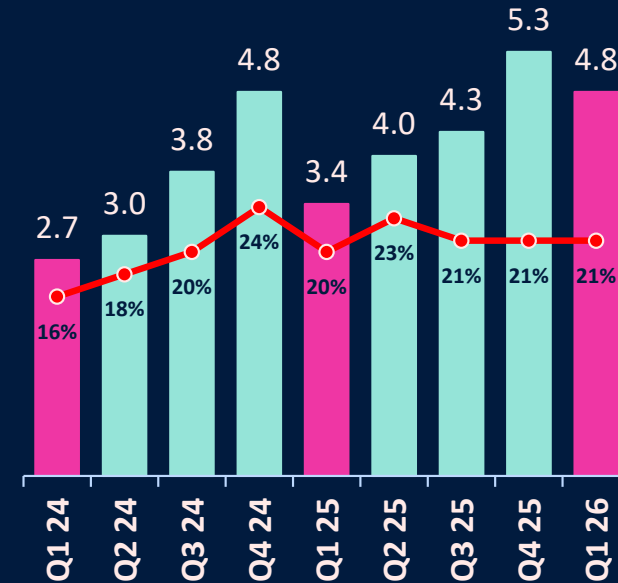


Revenue and Gross Margin

Revenue (\$M)

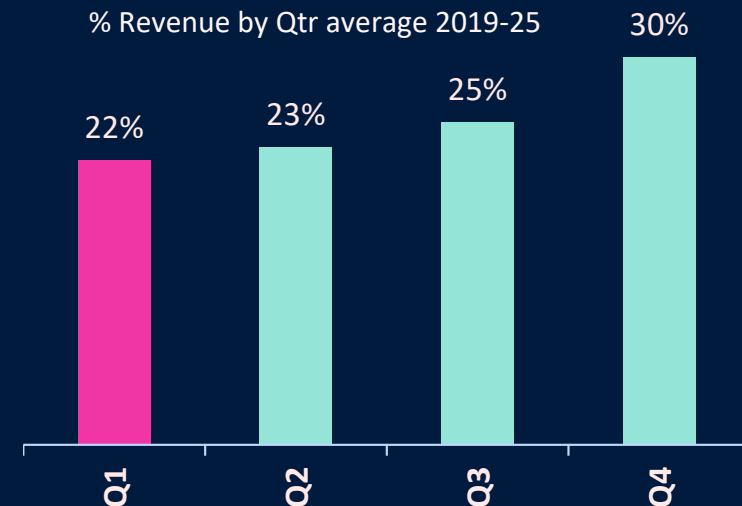


Gross Profit (\$M) Gross Margin (%)



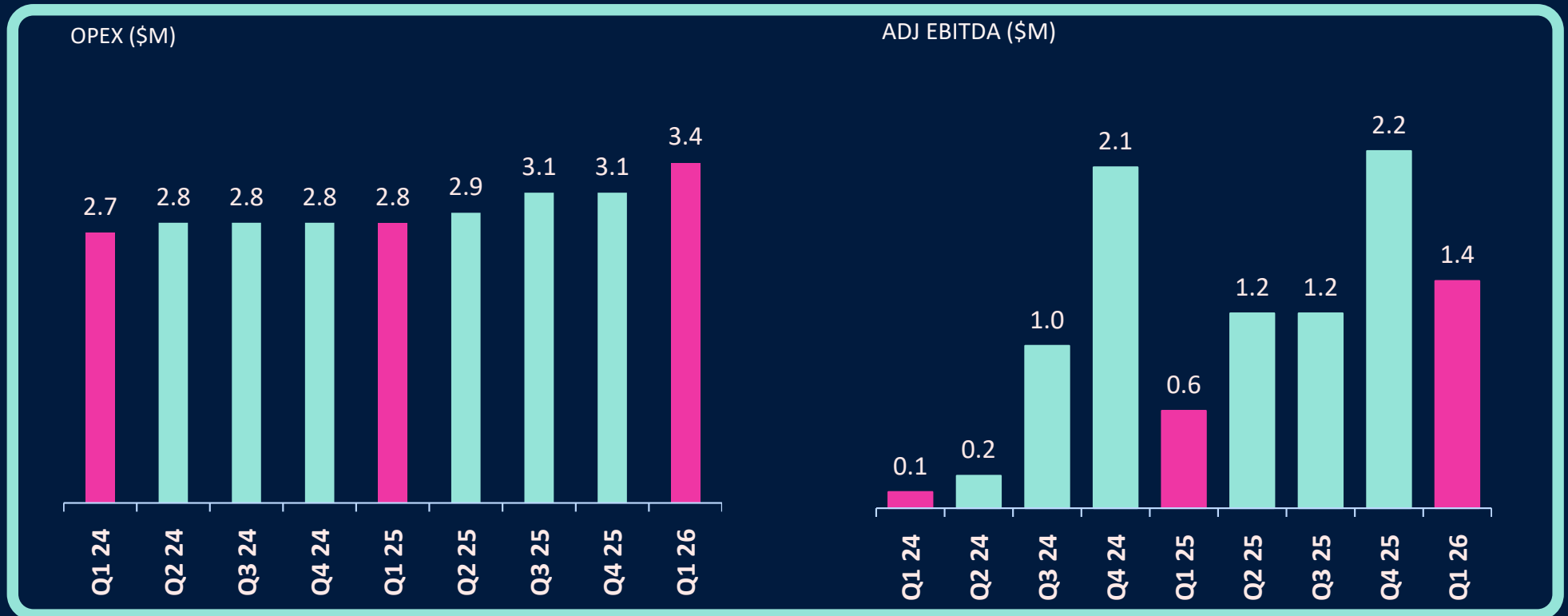
- \$5.2m / 30% revenue growth vs Q1 25
- Revenue is seasonal; weighted towards H2 / Q4
- Average Q1 revenue recognised between 2019-2025: 22%
- \$1.4m / 41% increase in Gross Profit recognised
- Gross margin increases by 1% vs Q1 2025 to 22%. With onerous contracts ending in 2025, future gross margin expansion is expected in seasonally stronger months

% Revenue by Qtr average 2019-25





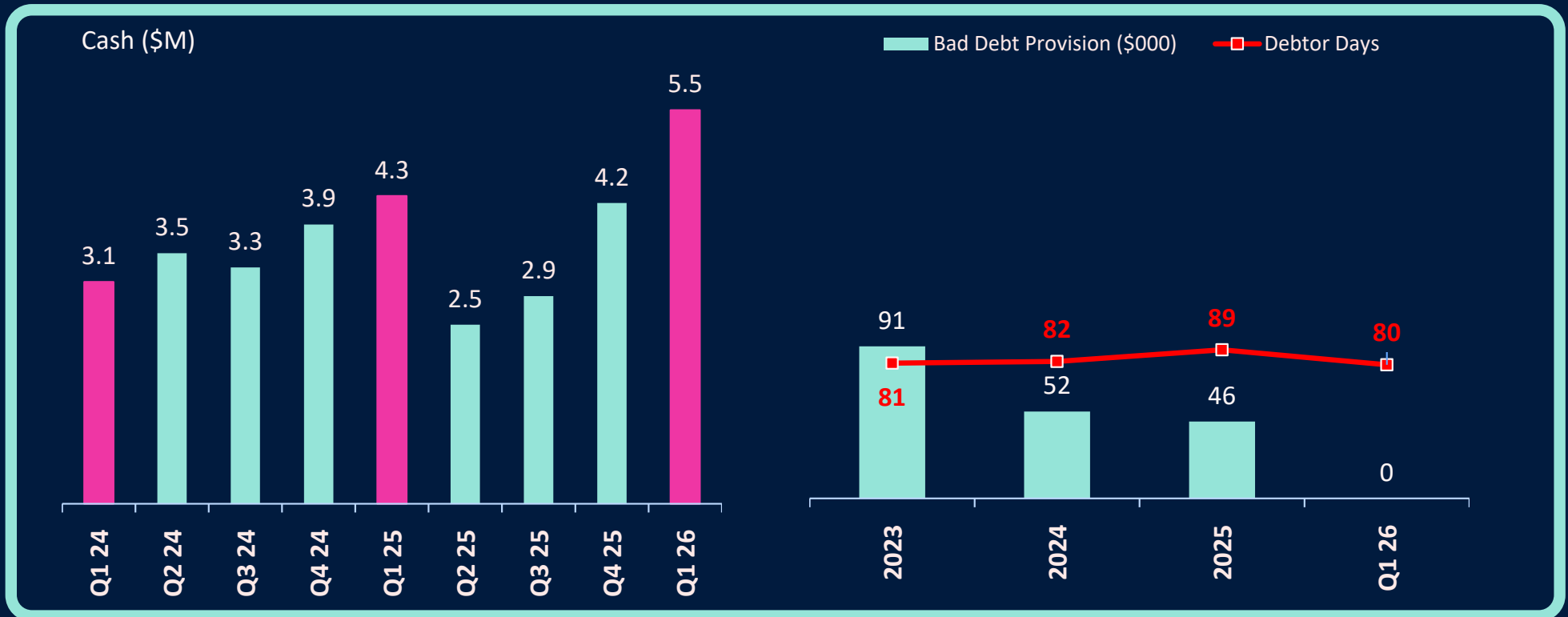
Opex and Adjusted EBITDA



- High quality revenue growth + constantly reducing MG exposure = increasing gross margin, + consistent, well controlled opex = adj EBITDA growth
- Q1 opex of \$3.4m reflects increased headcount following Adelicious acquisition in July 2025 (c\$0.1m per month), inflationary 2026 salary increases, and incremental increased distribution costs



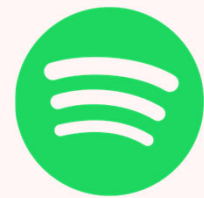
Cash and Debtors



- Efficiency in working capital cycle continues;
 - \$23.8m collected in Q1 26, 106% of revenue booked vs 96% 5-year average
 - Debtor days: 80. Consistent with prior Q1 debtor day figures
 - Q1 26 bad debt provision \$nil vs \$22k in Q1 25, as expected, minimal
- Increase in revenue = increasing payments to partners, therefore, efficient cash collection process is essential



Video



Spotify®



PODCAST FORMAT REVENUE YIELD - \$ per 1000 view or downloads

\$30

VIDEO

\$60

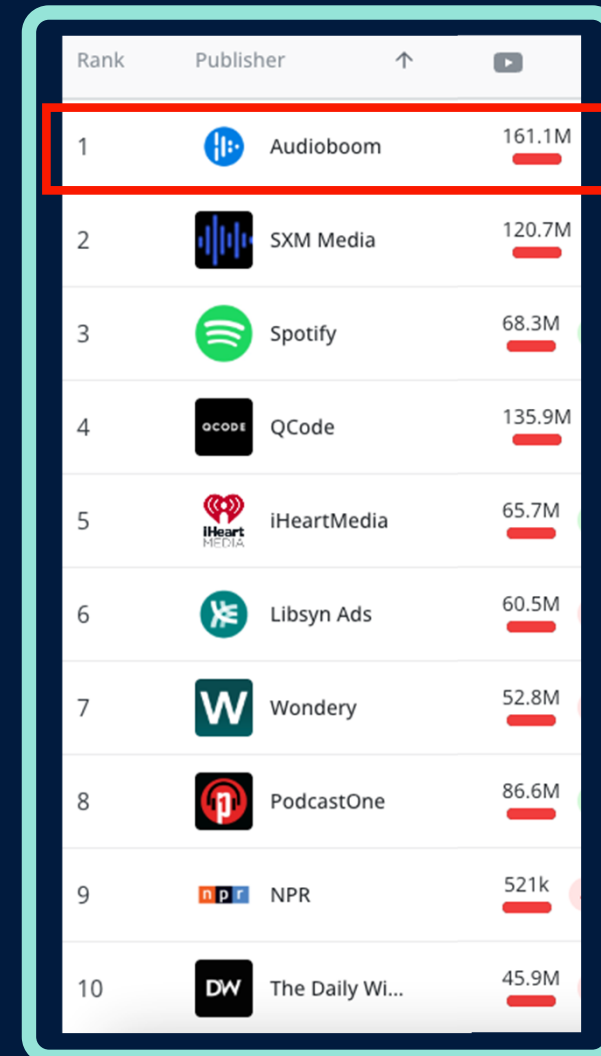
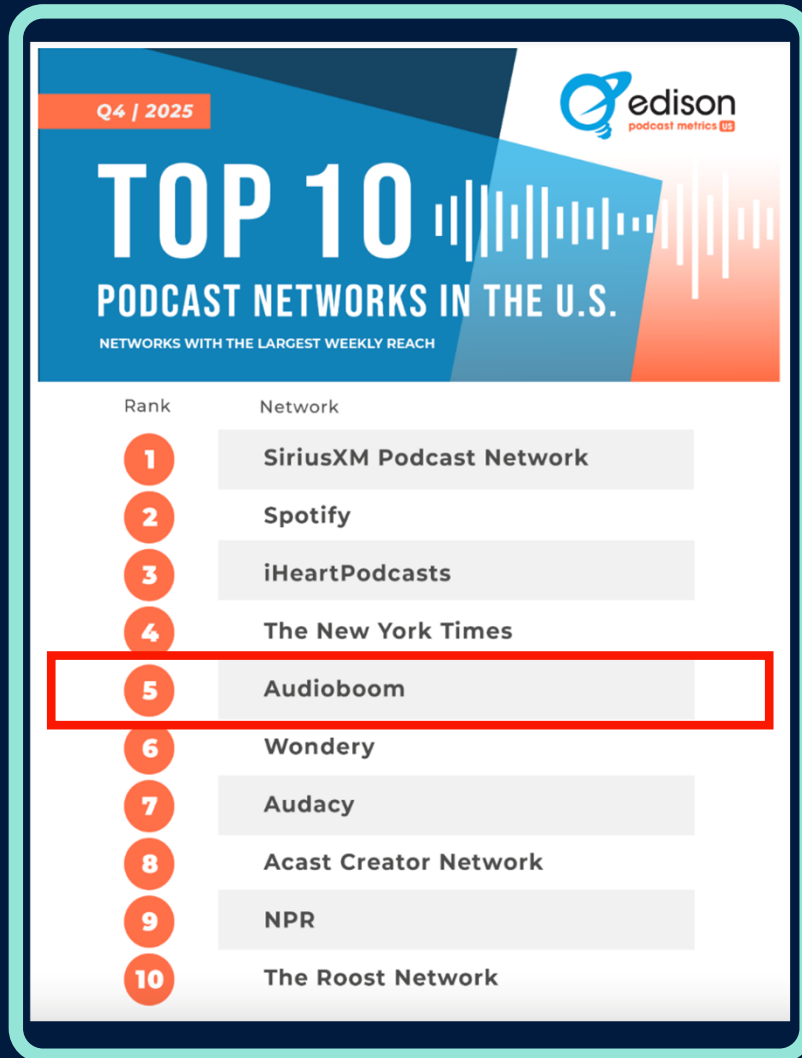
AUDIO

- Video podcast revenue yield is currently 50% of audio format yield due to consumption platform limitations on serving programmatic advertising (Showcase) dynamically in to episodes. Both formats allow the execution of Premium, host endorsement advertising
- Partnerships with Spotify and Apple will provide Audioboom with access to the technology to add dynamically inserted advertising into content consumed on Spotify and Apple Podcasts
- This raises the ceiling on revenue opportunity for video content, and supports Audioboom's goal of building our video monetisation engine to be as strong as our audio engine



Global Podcast Leader – Audio and Video

Ranked by Edison research as the 5th largest podcast publisher in the US and by Podscribe as the number 1 publisher of video podcasts in 2025





2026 Outlook

- Q1 Revenue, Gross Profit and adj EBITDA at record Q1 levels
- Record distribution and advertising inventory in 2026 following signings of *Crooked Network*, *RedHanded*, and *Hear Me Out* in Q1 26
- Further investment into sales team expansion to drive maximum exploitation of our record advertising inventory levels
- Audioboom will continue exploring strategic opportunities as part of our ongoing Strategic Review



Stuart Last
Chief Executive Officer

Brad Clarke
Chief Financial Officer