

ASX Announcement
13 January 2025

Partial Divestment in AudioStack to Strengthen Cash Position, Renewal of APH Alliance contract, and Growing Momentum in B2C Subscription Revenue

Unith Ltd (ASX: UNT | FWB: CM3) (“UNITH” or the “Company”) is pleased to provide a business update regarding the sale of an initial stake in AI audio production company AudioStack, a contract renewal with The Alliance for Public Health (“APH”), and positive momentum in the Company’s B2C subscription division.

Key Highlights:

- UNITH has divested a partial stake in AudioStack for circa US\$500k (A\$800k), strengthening its cash position to facilitate investment in further growth and development initiatives. From a commercial perspective, UNITH remains impressed by the AudioStack technology and has renewed for 24 months its partnership to use AudioStack AI audio technology in the UNITH Digital Human platform.
- Renewal of existing contract with B2B enterprise client Alliance for Public Health as UNITH looks to expand its Digital Assistant services into new geographies.
- B2C Subscription Division December 2024 quarterly revenue reached **A\$1.15 million** - the highest quarterly total in two years - and 700,000 active subscribers.

Partial divestment in AudioStack to bolster cash position

UNITH is pleased to announce that it has divested a portion of its investment in AudioStack for approximately US\$500k (A\$800k). Following this initial transaction, the Company will retain a remaining investment in AudioStack valued at about US\$1.54m (\$A2.49m).

Despite this divestment, UNITH remains closely aligned with AudioStack and its team, continuing its partnership with AudioStack as AI service providers of audio technology used within the Digital Human platform and its voice library.

Project renewal and expansion with The Alliance for Public Health

UNITH is delighted to continuing working with the Alliance for Public Health (APH) in support of TWIIN - an innovative digital assistant transforming healthcare delivery in crisis settings.

In its yearly review, APH praised the impact of Digital Humans, emphasising how TWIIN has provided 24/7 personalised support for HIV prevention, mental health, harm reduction, and sexual health.

Since its launch in September last year, TWIIN has:

- Facilitated more than 38,000 visits



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- Gained global recognition at ‘AIDS 2024’ in Munich - the world's largest conference on HIV and AIDS

Notably, APH recognised TWIIN as a groundbreaking initiative for sustaining healthcare systems during crises.

APH project expansion & future plans

Moving forward, APH is transitioning to a self-service model with customer success support. The one-year contract extension into 2025 includes a license-only arrangement for additional services.

Through 2025, UNITH will:

- Enhance the TWIIN Digital Assistant experience with more natural conversations and improved service redirection.
- Operate under a ‘license-only’ model for additional services, with a monthly range of US\$1,500 – US\$2,000 (A\$2,400 – A\$3,200) based on support needs.
- Lay the groundwork for new projects in two additional markets.

Commenting on the contract renewal, APH’s Project Manager Maria Malakhova said:

“APH is excited to continue working with UNITH in their mission to provide innovative social support to at-risk populations, particularly those impacted by HIV. Throughout 2025, APH will continue to leverage TWIINs Digital Assistant solution to deliver accessible, localised, and personalised care in Ukraine. By utilising UNITH’s self service capabilities with interFace, APH plans to expand the solution into Moldova and Georgia, incorporating Russian, Romanian, and Georgian languages.”

UNITH remains fully committed to enhancing and supporting these efforts.

Commenting on the business update, UNITH’s Executive Director, Scott Mison, said:

“To further bolster our cash position and provide us with the capital flexibility to pursue further growth, we have made the decision to sell a part for our investment in AudioStack.

“We are highly encouraged by APH’s decision to extend its contract and explore expansion opportunities into other regions. This reaffirms that the Digital Human we developed and deployed is working successfully and meeting APH’s expectations.”

B2C subscription division

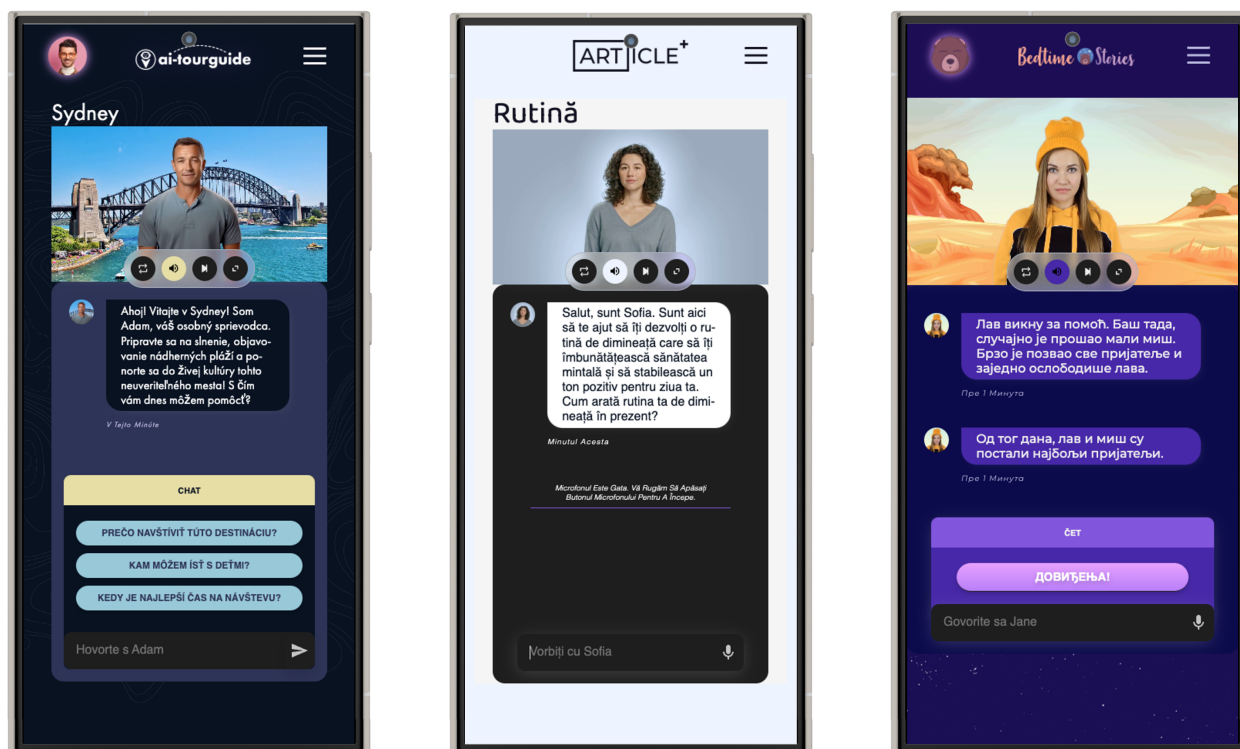
The December 2024 quarter marked a significant milestone for UNITH’s B2C division, with quarterly unaudited revenue of A\$1.15 million representing the highest quarterly revenue in the last two years.

The first half-year of FY 2025 saw revenue reach A\$2.149 million. This achievement highlights the strength of our growing subscriber base, which has now surpassed 700,000 active users across the APAC, MENA, and EU regions.



The Company's footprint in Europe continues to strengthen with the recent launch of localised apps tailored to domestic markets. The *BedtimeStories* app debuted in Serbia, the *AI Travel* app launched in Slovakia, and the *Article+* app expanded into Romania, signalling our commitment to regional market needs and preferences. These three markets combined have more than 20 million addressable users and represent a significant opportunity for future growth.

Figure 1. Localised B2C apps launched in Slovakia, Romania and Serbia



Commenting on the B2C subscription performance during the December quarter, the division's General Manager Ivan Dumancic said: *"This quarter demonstrates the strong momentum we are building in European markets, as well as the APAC region. Our in-house marketing efforts have been instrumental in driving steady growth, ensuring we connect meaningfully with our audiences. Looking ahead, we see exciting opportunities to deepen our presence in existing markets while exploring new territories to bring our innovative digital human technology to even more users worldwide."*

With a clear focus on strategic market expansion and customer engagement, the B2C division is well-positioned for continued success in the coming quarters.



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Growing traction for interFace

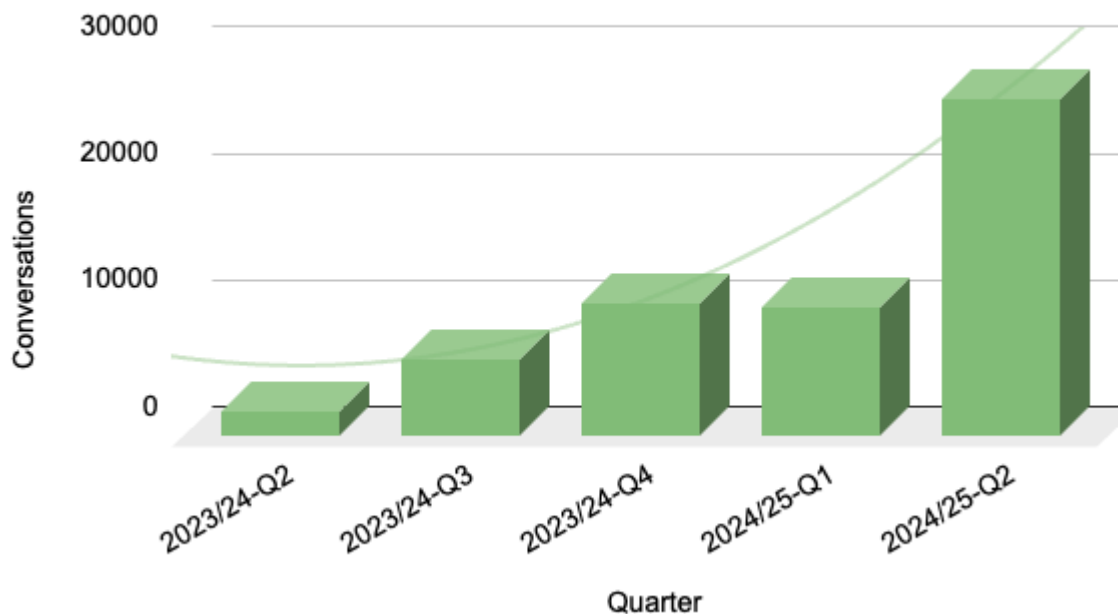
ÜNITH’s self-service digital human platform, interFace, continues to gain traction across multiple sectors, including technology, education, telecommunications, facilities management, business services, and marketing and media.

The range of applications for interFace brings to light its flexibility and appeal to a wide range of businesses. The number of platform registrations has steadily grown since launching the platform in September 2024, with nearly 500 users currently registered.

In conjunction, monthly and weekly conversations have steadily increased since July 2024. This represents growth of about 160% during this period.

As of 31 December 2024, more than 2,000 digital humans have been created to serve a wide range of purposes, with over 1,400 that are conversational.

Quarterly Conversations



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(ENDS)

ÜNITH invites investors to join its mailing list for updates by subscribing at: www.unith.ai/subscribe

This announcement has been authorised for release by the Board of Directors.

About ÜNITH

ÜNITH is a leading digital human software developer. It unifies the research and development of facial movement deep learning, audio, machine learning and conversational design to generate the first customisable, interactive avatar of its kind.

Businesses can create their own digital humans to immerse, assist, and educate customers in real time and in multiple languages, all through one full stack platform.

For further information, please visit: UNITH.ai

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