

## FY26 Half-Year Results - Return to Growth in 1H26

Audinate Group Limited (ASX:AD8), today announced its financial results for the half year ended 31 December 2025 (1H FY26), marked by a return to revenue growth while maintaining gross profit margins.

A key milestone in 1H FY26 was the successful launch of Iris<sup>1</sup>, Audinate's new camera control subscription offering, extending the Dante ecosystem into intelligent camera control and cloud-enabled video production workflows.

During 1H FY26, Audinate implemented a number of organisational changes to better align our cost base with our strategic Dante platform objectives, which are expected to deliver approximately \$5 million in annualised cost benefits. These actions reflect the natural progression of the Company's investment cycle, with several major initiatives now complete. The transition from the build phase supports a more efficient cost structure and enables a disciplined reinvestment into targeted growth opportunities, while preserving long-term capabilities needed for platform development.

Audinate has continued to invest in core capabilities and product innovation, to ensure we are well positioned to capture future growth.

### Return to revenue growth while maintaining gross margins

- Revenue of US\$21.1 million (1H FY25: US\$18.9 million), gross profit of US\$17.4 million (1H FY25: US\$15.5 million).
- Gross margin of 82.6%, compared to 82.2% in 1H FY25, reflecting a product mix shift toward higher-margin software solutions.
- Underlying EBITDA of negative A\$2.3 million (1H FY25: gain A\$0.8 million).

### Sustained market leadership and ecosystem expansion

- Continued to lead the global AV-over-IP transition, reinforcing Dante as the industry standard.
- Secured 66 design wins (1H25: 61), demonstrating resilient OEM demand and ongoing technology pull.
- Currently 516 OEMs have Dante products in market, with an additional 207 OEMs developing new Dante-enabled products, broadening the Dante ecosystem across audio, video and AV control.

### Launch of Iris camera control product

- Successfully launched Iris, a usage-based subscription offering in December 2025, onboarding 10 camera manufacturers at launch.
- Iris extends Dante into intelligent camera control and cloud-enabled video production workflows, creating a new recurring-revenue stream and strengthening Audinate's position across video and AV control applications.

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<sup>1</sup> <https://tryiris.ai/> US based leader in AI powered, cloud-based camera control technology

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## Outlook – Maintains Full Year Guidance

- Audinate's FY26 full-year outlook is for US-dollar gross profit growth of 13–15% over FY25, underpinned by strong forward orders secured in 1H FY26.
- Gross margin percentage is expected to remain broadly consistent with FY25, supported by a revenue mix weighted toward higher-margin software solutions.
- Operating costs for FY26 were previously indicated to increase by 25% over FY25, reflecting continued investment in strategic initiatives including Iris, Dante Director and the broader Dante platform. Following organisational changes made in the first half, operating cost growth is now expected to be 20% over FY25.

## Audinate Co-founder and CEO Aidan Williams commented:

*"Audinate delivered a strong first half, returning to revenue growth while maintaining our industry-leading gross margins. We have strengthened our market position with continued design-win momentum, new product introductions and the successful launch of Iris, which extends Dante further into video and cloud-enabled video production workflows."*

## Financial Performance

## \$US Revenue and Gross Profit

US\$million	Revenue			Gross Profit			Gross Profit %		
	1H FY25	1H FY26	Change	1H FY25	1H FY26	Change	1H FY25	1H FY26	Change
Audinate	18.9	21.1	12%	15.5	17.4	12%	82.2%	82.6%	0.4pp

## Revenue Contribution by Product

Revenue Product Category (US\$ millions)	1H FY26	1H FY25	Variance
Adaptors	4.3	2.9	51%
Embedded Components (CCM / Software)	13.9	13.2	5%
Platform Software	2.6	2.4	9%
Other	0.3	0.4	-
<b>Total Revenue</b>	<b>21.1</b>	<b>18.9</b>	<b>12%</b>

Adaptors revenue was \$4.3 million (1H25: \$2.9 million). Performance was aided by the launch of our 'AVIOs for Installation' range, featuring an installer-friendly mounting system and upgraded Pro S1 chip with audio encryption.

Embedded Components comprise both Chips, Cards and Modules (CCM) and embedded software, with category delivering revenue of \$13.9 million (1H25: \$13.2 million). Within this category, embedded software revenue grew 17%, reflecting increased adoption of DEP and Dante IP Core as OEMs continued shifting from hardware-based solutions. Unlike chips which are

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ordered and stocked, embedded software is delivered 'on demand' and consumed by manufacturers as needed, thus embedded software tends to more closely track underlying demand for Dante.

Platform software revenue grew 9%, supported by growing uptake of DVS Pro and early adoption of Dante Director, Audinate's new cloud-based AV management platform.

## Income Statement (Australian dollars)

Income statement A\$'000	1H FY26	1H FY25
Revenue	32,201	28,722
Gross Profit	26,560	23,685
Gross Margin %	82.5%	82.5%
<b>Operating Costs *</b>	<b>(28,824)</b>	<b>(22,843)</b>
<b>Underlying EBITDA</b>	<b>(2,264)</b>	<b>842</b>
Restructure Costs	(769)	-
Iris - Acquisition related payments	(2,515)	-
<b>Reported EBITDA</b>	<b>(5,548)</b>	<b>842</b>
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<b>Development Costs (capitalised)</b>	<b>6,395</b>	<b>5,763</b>

\* Operating costs include foreign exchange gains and losses; exclude depreciation and amortisation, one off restructuring and acquisition related expenses that are not reflective of underlying performance.

## Operating Expenses - Continued Investment to Support Growth

Operating expenses increased by 26% to \$28.8 million for the half, compared to \$22.8 million for the prior corresponding period, reflecting ongoing investment in core capabilities and product innovation including Iris, Dante Director and the wider Dante platform.

Employment expenses increased to \$24.5 million for the period. Underlying employment expenses were \$21.5 million (excluding one-off Iris acquisition-related costs of \$2.3 million and restructuring costs of \$0.8 million), compared with \$16.6 million in the prior period, representing a 29% increase. The increase in underlying employment expenses primarily reflects the acquisition of Iris (\$0.5 million); higher variable, performance-related incentive costs (\$2.7 million); and increases in headcount during the second half of FY25 supporting further expansion of the Dante ecosystem.

Restructure Costs – represent costs incurred to implement organisational changes to better align our cost base with our strategic Dante platform objectives. The benefits of the realignment will be delivered in the second half of the year.

## ASX Announcement

Iris – Acquisition related payments – the cost comprises Audinate shares issued at completion and an at-risk earn-out payable subject to defined revenue targets. As payment of the earn-out is contingent on continued employment, these amounts are accounted for as remuneration, reflecting their substance as compensation for future services, rather than consideration for the acquired business.

### Implications of AI for Audinate and the AV Industry

Recent commentary has focused on the potential for AI to disrupt SaaS, particularly those reliant on seat-based subscription business models. In Audinate's case, the risk profile is fundamentally different.

The majority of our revenue is linked to hardware devices (e.g. amplifiers, microphones, cameras) that are installed into physical spaces, which is an infrastructure business model. The value of Dante comes from enabling interoperability, which in turn creates a powerful economic network effect, which increases with further adoption. Today there are 7M+ Dante devices deployed in the field globally from over 500 manufacturers. Moreover, since Dante moves audio and video signals onto IP networks, Dante APIs and platform services create a natural foundation for AI & workflow automation. Iris is a good example of this, where video networking and deep camera control enable AI-driven workflow automation in a manner not seen before.

Activity in the AV industry is often project based with three broad phases: 1) design; 2) install; 3) operate; and AI technologies can be applied to all three phases:

- *Design:* AI can streamline capture & conversion of requirements into technical system designs.
- *Install:* is a combination of "system programming" (amenable to AI automation) and physical equipment installation.
- *Operate:* is largely about system workflow automation & agility, again potentially benefiting from AI.

Meanwhile, a technology transition is underway in the AV industry – from traditional bespoke AV hardware connected via looms of audio/video cables (with limited or no APIs), to IT-compute and AV software connected by networks (e.g. Dante) and controlled by APIs. The further the industry travels through this transition, the easier it becomes to use AI technologies in AV systems. From this perspective, Audinate, Dante & Iris provide key networking and control technology that will enable broader adoption of AI in the AV industry.

**ASX Announcement****Investor Briefing**

The Company will host a webinar via Zoom to discuss its 1H26 results at 9.30am (AEST) on 16 February 2026. The webinar is expected to last approximately 45 minutes, including question time.

[Register here in advance for this webinar](#)

**Authorisation:** This announcement was authorised by the Board of Audinate Group Limited.

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For more information on Audinate, please visit:

**Investor Centre** – <https://investor.audinate.com/investor-centre/>

**Website** – [www.audinate.com](http://www.audinate.com)

**About Audinate Group Limited**

Audinate Group Ltd (ASX:AD8) was founded with a vision to pioneer the future of AV. Audinate's award-winning Dante IP networking solution is the worldwide leader and used extensively in the professional live sound, commercial installation, broadcast, public address, and recording industries. Dante replaces traditional analogue cables by transmitting perfectly synchronised AV signals across large distances to multiple locations at once, using nothing more than an Ethernet cable. Audinate is headquartered in Australia and has regional offices in the United States, United Kingdom, Belgium, and Hong Kong. Dante technology powers products available from hundreds of leading audio and video partners around the world. The Company's ordinary shares are traded on the Australian Securities Exchange (ASX) under the ticker code AD8.

**Forward-Looking Statements**

This ASX release includes certain forward-looking statements that are based on information and assumptions known to date and are subject to various risks and uncertainties. Actual results, performance or achievements could be significantly different from those expressed in, or implied by, these forward-looking statements. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, and other factors, many of which are beyond the control of Audinate. These factors may cause actual results to differ materially from those expressed in the statements contained in this announcement.