



**banzai**

AI-Powered Marketing Technology Solutions

# Q3 2025 Financial Results Conference Call

NASDAQ: BNZI

November 14, 2025

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# Agenda for Today's Call

Company Overview

Recent Highlights

Company Updates

Financial Results

2025 Forecast

Q&A

Closing Summary



**Joe Davy**  
Chairman, CEO



**Dean Ditto**  
CFO



## Corporate Overview

# Banzai is the AI-Powered SaaS Platform for Marketing

Banzai develops AI-powered marketing solutions that make our customers lives 10x faster and easier

# Market Opportunity

## MarTech Growth Drivers

- Increasing digital transformation
- Surge in demand for personalized experiences
- Proliferation of automation and AI

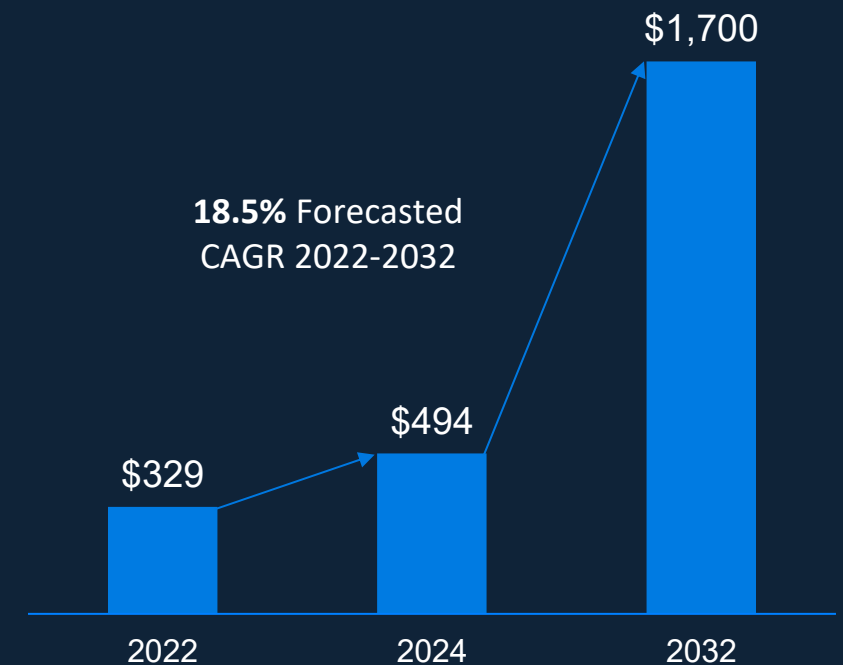
## Result

Marketers are struggling with an explosion of vendor complexity. Enterprise marketers use an average of **120+ marketing tools**<sup>1</sup>.

This leads to **disjointed customer experiences** and **messy data**.

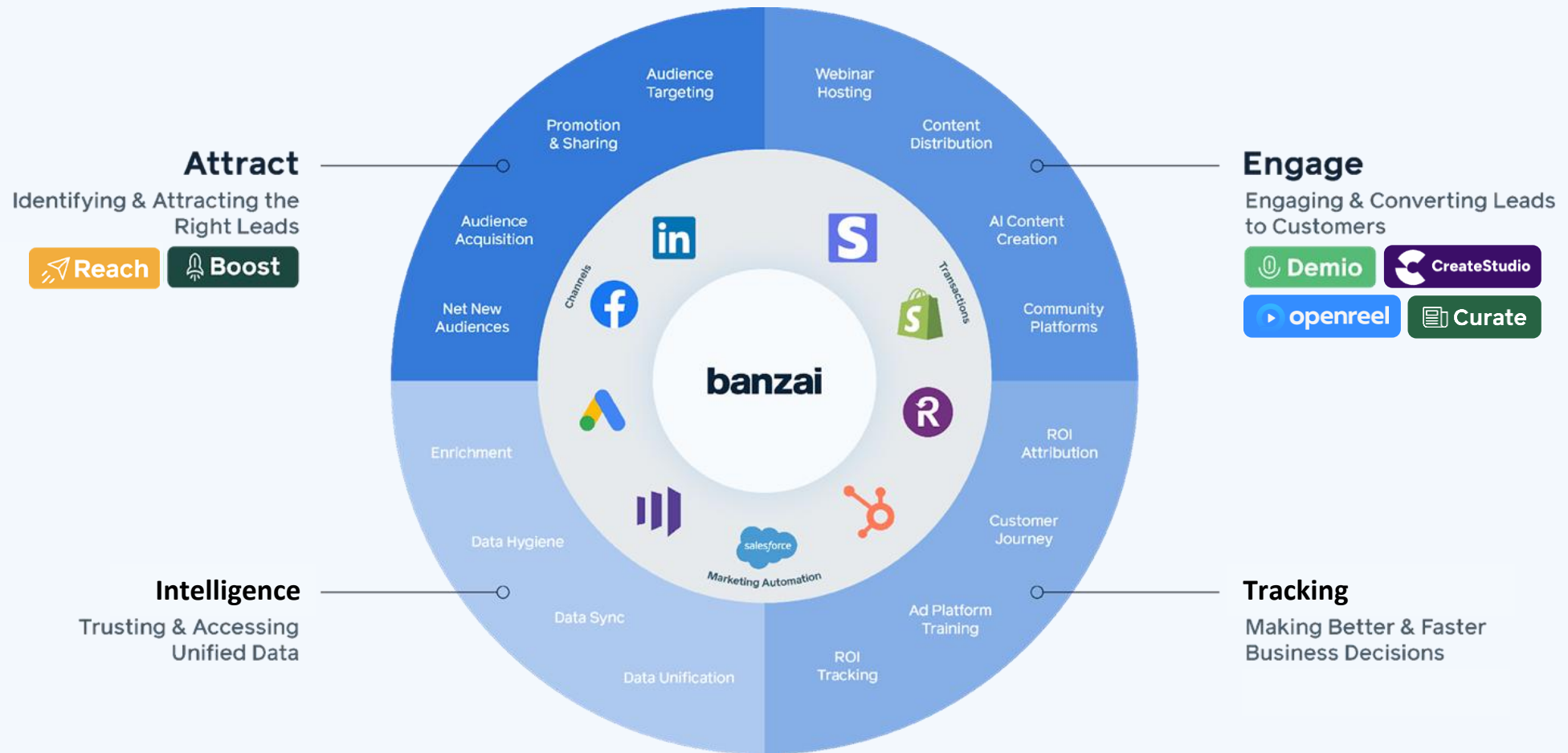
## Global MarTech Market<sup>2</sup>

\$ in Billions



# Vision: The Four Horsemen of Marketing Technology

Marketing technology revolves around solving four key problems: attracting leads, engaging them through content, gathering and enriching data to drive business intelligence, and measuring results to improve operations.



# Q3 2025 & Subsequent Highlights

Q3 2025 Revenue

**\$2.8 million**

▲ 163% y/y

Revenue of \$2.8 million, representing an increase of 163% over Q3 2024

Q3 2025 Decreased Net Loss

**+ \$9.5 million**

▲ 62% y/y

Net loss decreased \$9.5 million over Q3 2024, from (\$15.4 million) to (\$5.9 million)

Q3 2025 Shareholders Equity

**\$5.4 million**

▲ 72% q/q

Shareholders equity grew to \$5.4 million, an 72% increase compared to Q2 2025.

Q3 2025 Gross Margin

**82%**

▲ 1,302 bps y/y

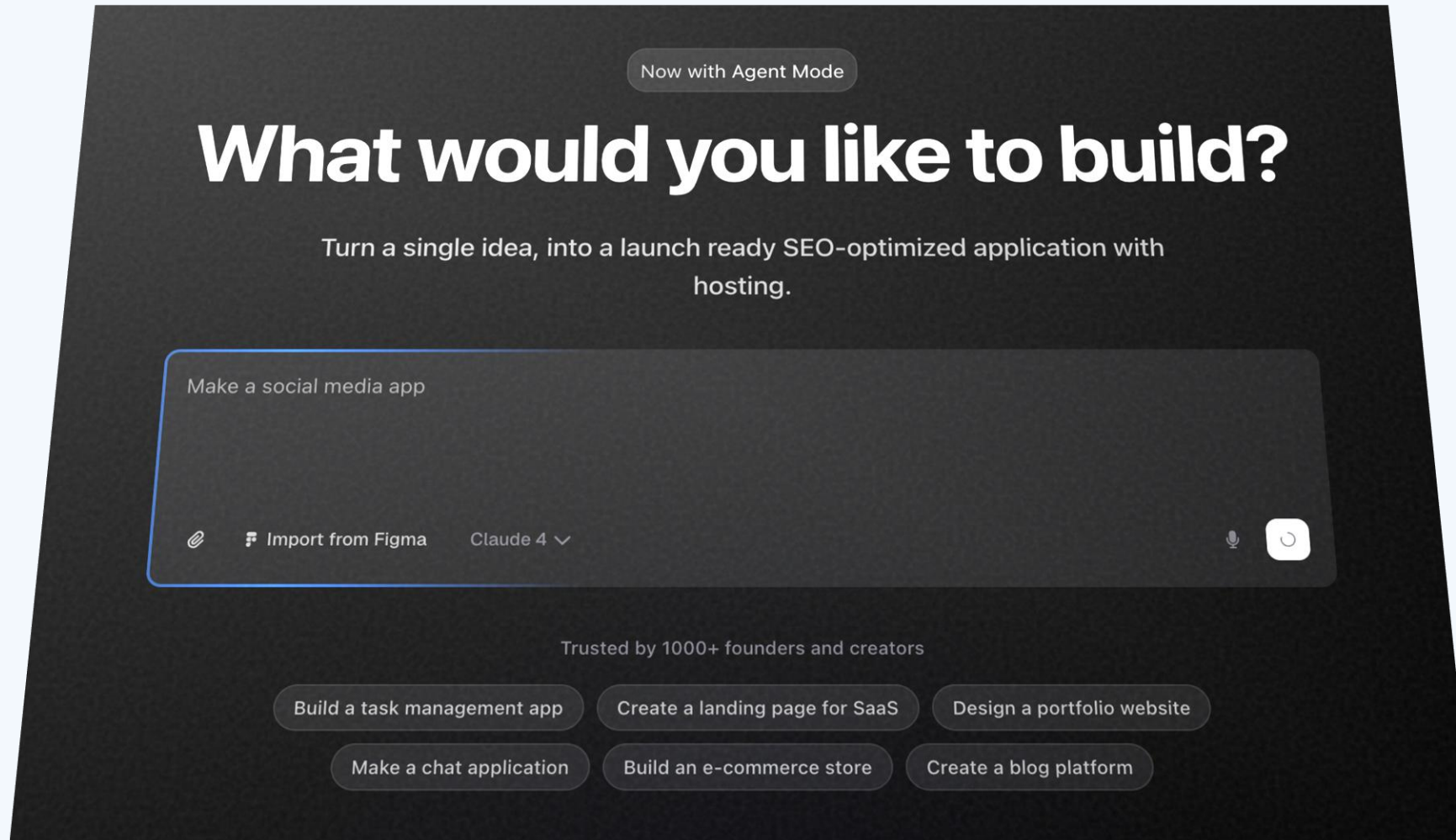
Gross margin expanded to 81.7% from 68.7% in Q3 2024, an increase of 1,302 basis points

# Q3 2025 & Subsequent Highlights

- Annual Recurring Revenue (ARR) of \$11.0 million representing an 168% increase year over year
- Adjusted EBITDA was (\$2.2) million, compared to (\$1.5) million in Q3 2024
- Cash balance of \$0.9 million
- Stockholder's Equity increased to \$5.4 million
- Acquired the assets of privately-held Superblocks, an Agentic AI platform for developing and hosting launch-ready SEO-optimized websites.
- Executed a payoff and debt conversion agreement for the remaining principal balance of its outstanding senior secured debt, totaling approximately \$4.8 million.
- An institutional investor increased a direct equity stake to 18.7% following the exercise of warrants, demonstrating their continued confidence in Banzai's long-term strategy.
- Secured an \$11.0 million dollar debt facility with an institutional investor to support acquisitions and ongoing operations.
- Appointed Dean Ditto as Chief Financial Officer, bringing over 20 years' experience as a strategic financial leader with a track record of implementing critical business initiatives that drive profitable growth at both public and private companies.
- Appointed Matt McCurdy as Vice President of Sales to lead strategic growth and enterprise customer adoption of its AI-enabled marketing and sales solutions including Demio, CreateStudio, and OpenReel.
- Expanded customer base to over 140,000 total customers.

# Introducing Superblocks

The AI Agent for Marketers to Build and Launch Websites, Event Sites, Landing Pages, and More...



# 2025 Strategic Priorities

## Reduce Debt

- Lender conversions
- Decrease cost of capital
- Continue to increase Stockholder's Equity

## Continue M&A Activity

- Repeatable internal process using best practices
- Target identification
- Robust due diligence
- Ability to close the right deals

## Organic growth

- Appointment of CRO and key sales positions
- Org. structure streamlined to drive growth and cross-selling

## Strengthen Leadership

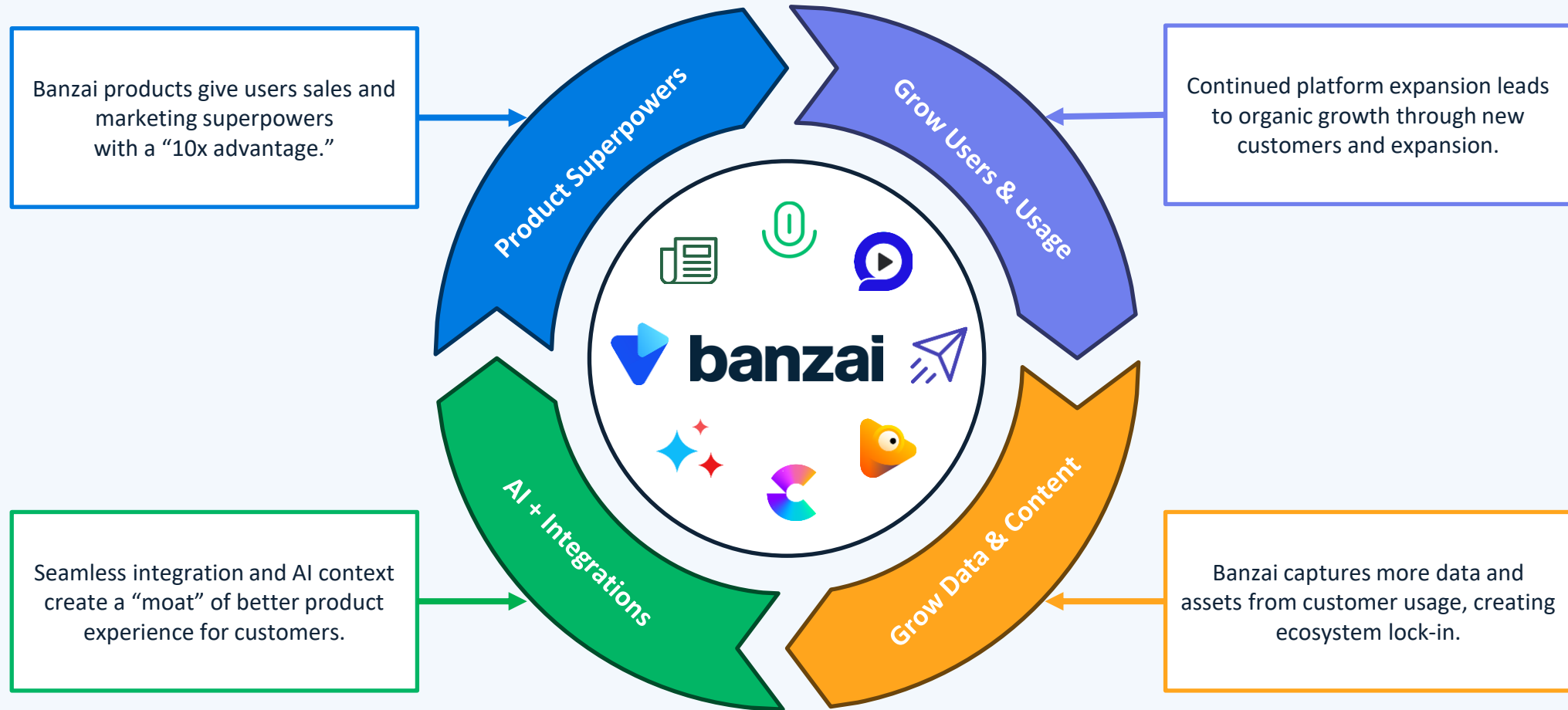
- Michael Kurtzman, Chief Revenue Officer
- Dean Ditto, Chief Financial Officer
- Matt McCurdy, Vice President of Sales

# 140,000+ Customers Use Banzai Products

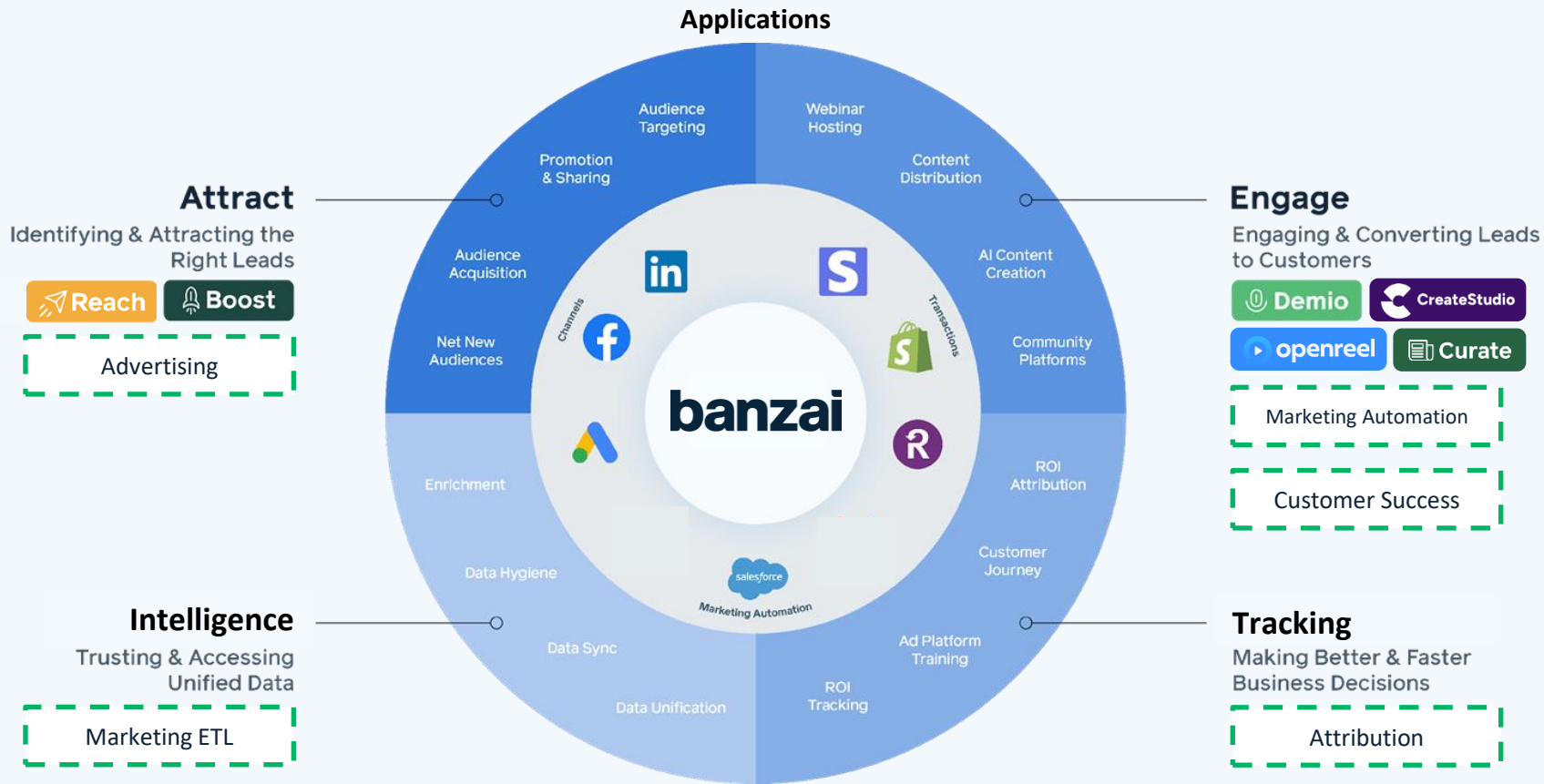


\*Logos include representative current and former customers of Banzai International Inc. and associated subsidiaries.

# Vision: A Flywheel Driving Customer Loyalty



# Vision: Continued Focus on Strategic Acquisitions



**Acquisition Framework**

Customer Alignment  
Profitability  
Scale  
Data + AI Moat

Continued focus on acquisitions in strategic areas

# Q3 2025 Financial Summary

\$ in Millions	Three Months Ended September 30,			Nine Months Ended September 30,		
	2025	2024	Δ YoY	2025	2024	Δ YoY
Revenue	\$2.8	\$1.1	163%	\$9.4	\$3.2	190%
Annual Recurring Revenue (ARR)	\$11.0	\$4.1	168%	\$11.0	\$4.1	168%
Gross Profit	\$2.3	\$0.7	213%	\$7.7	\$2.2	252%
Gross Margin	81.7%	68.7%	1,302 BPS	82.0%	67.5%	1,454 BPS
Total Operating Expenses	\$6.8	\$3.5	92%	\$21.8	\$11.7	86%
Operating Income (Loss)	(\$4.4)	(\$2.8)	(57)%	(\$14.2)	(\$9.5)	(49)%
Net Income (Loss)	(\$5.9)	(\$15.4)	62%	(\$17.5)	(\$23.7)	26%
Adjusted EBITDA (Loss)	(\$2.2)	(\$1.5)	(47)%	(\$5.6)	(\$4.8)	(18)%

\$ in Millions	September 30, 2025	Dec. 31, 2024
Cash & Cash Equivalents	\$0.9	\$1.1

# Closing Summary

- Strong Q3 2025 Revenue Growth: increased 163% YoY to \$2.8M
- Gross Margin Expansion: Increased 1,302 bps to 81.7% in Q3 2025 from 68.7% in Q3 2024
- Grew Stockholder's Equity to \$5.4 million, an increase of \$28.2 million compared to September 30, 2024
- Acquired Superblocks, an AI powered platform for turning a single idea into a launch-ready SEO-optimized website with hosting.
- Secured \$11 million debt facility with an institutional investor to support acquisitions and ongoing operations
- Executed a payoff and debt conversion agreement for the remaining principal balance of outstanding senior secured debt, totaling approximately \$4.8 million
- Blue chip customer base of 140,000+ across Banzai product suite
- Added key executives (Dean Ditto, CFO and Matt McCurdy as VP of Sales)



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[www.banzai.io](http://www.banzai.io)

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AI-Powered Marketing Technology Solutions

## Investor Relations

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