



## LiveOne, Inc.

LVO - Buy

June 24, 2026

### LiveOne Reports New Strategic Partners, AI Upside, and Continued Buybacks

Analyst: Barry M. Sine, CFA, CMT

- LiveOne reported fiscal 2026 fourth quarter revenue of \$18.9 million, essentially flat with the prior year, as 11% growth at PodcastOne offset a continued decline at Slacker.
- We believe the company may be approaching a revenue inflection point, supported by recently announced strategic initiatives with Amazon, AT&T, LG, Samsung, and Walmart. The scale and technical credibility of these partners suggest to us that LiveOne's platform strategy is gaining validation from sophisticated counterparties. CEO Rob Ellin noted that while the company is getting respect from major new strategic partners, it is not getting the same level of respect in the market, reinforcing management's rationale for continuing its aggressive share repurchase program.
- Adjusted EBITDA came in at \$0.3 million, compared with a loss of \$0.5 million in the prior-year quarter. Management is also aggressively reducing costs, including through the use of AI automation in software development and other operating functions. Management highlighted a 52% year-over-year reduction in operating expenses, reflecting a sharp reduction in headcount from approximately 350 employees to 88 currently.
- As we discussed in our May 12th report on 72%-owned subsidiary PodcastOne, we believe the company is positioned to pursue meaningful AI content-licensing opportunities. Large language models such as ChatGPT, Grok, and Gemini are powerful but often still communicate awkwardly. Training models on authentic long-form conversations from PodcastOne personalities such as LadyGang and Dr. Phil could improve their ability to communicate in a more natural, human-like style.
- The company also announced that it expects to close a highly accretive acquisition this quarter. We believe a definitive announcement could serve as a near-term catalyst for the shares.
- We reiterate our Buy rating and \$10 price target.

Rating	Buy	<b>Earnings Per Share</b>			
Target Price	\$10.00	<b>Normalized to exclude unusual items</b>			
Ticker Symbol	LVO	<b>FYE - March</b>	<b>FY2026</b>	<b>FY2027E</b>	<b>FY2028E</b>
Market	NASDAQ	1Q - June	(\$0.40)	(\$0.17)	(\$0.14)
Stock Price	\$6.08	2Q - September	(\$0.51)	(\$0.17)	(\$0.14)
52 wk High	\$9.20	3Q - December	\$0.37	(\$0.13)	(\$0.07)
52 wk Low	\$3.70	4Q - March	(\$0.65)	(\$0.13)	(\$0.09)
		<b>Year</b>	<b>(\$1.93)</b>	<b>(\$0.60)</b>	<b>(\$0.44)</b>
Shares Outstanding:	13.5 M	<b>Revenue (\$mm)</b>	<b>\$77.1</b>	<b>\$94.1</b>	<b>\$113.4</b>
Public Market Float:	9.0 M	EV/Rev	1.1X	0.9X	0.7X
Avg. Daily Volume	75,301	<b>EBITDA (\$mm)</b>	<b>(\$0.9)</b>	<b>\$6.7</b>	<b>\$8.2</b>
Market Capitalization:	\$82 M	EV/EBITDA	NM	12.6X	10.3X
Institutional Holdings:	12.6%				
Dividend Yield:	0.0%				

#### Risks/Valuation

- The dominant risk and opportunity is how well the transition of Tesla subscribers from an indirect wholesale model to a direct retail model will occur.
- We value LVO shares at 1.5x our F27 revenue estimate. Comps trade at 3.0x, implying a \$20 per share valuation, but we cut this in half out of conservatism to get to our \$10.00 12-month price target.

**Company description:** LiveOne is a dynamic media company headquartered in Beverly Hills, California, with differentiated businesses in streaming music and podcasting. Music goes under the Slacker brand but is mainly sold on a white-label basis to customers such as Tesla. Podcasting is done via 72%-owned publicly traded PodcastOne (PODC - NASD).



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### LiveOne, Inc. – Income Forecast

Dollars in thousands, except per share data  
Fiscal years ended March 31

	FY2026					FY2027E					FY2028E				
	1Q	2Q	3Q	4Q	YEAR	1Q	2Q	3Q	4Q	YEAR	1Q	2Q	3Q	4Q	YEAR
	June	Sept	Dec	March		June	Sept	Dec	March		June	Sept	Dec	March	
PodcastOne Revenue	14,994	15,156	15,856	15,665	61,671	17,993	18,187	19,027	18,798	74,005	21,591	21,825	22,833	22,558	88,806
YoY growth	13.9%	24.7%	24.8%	11.1%	18.3%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%	20.0%
Seq growth	6.4%	1.1%	4.6%	-1.2%		14.9%	1.1%	4.6%	-1.2%		14.9%	1.1%	4.6%	-1.2%	
Slacker Revenue	4,213	3,606	4,400	3,254	15,473	3,840	3,985	8,026	4,275	20,126	4,320	4,465	11,006	4,755	24,546
YoY growth	-78.8%	-82.4%	-73.7%	-37.3%	-75.2%	-8.9%	10.5%	82.4%	31.4%	30.1%	12.5%	12.0%	37.1%	11.2%	22,200
Seq growth	-18.9%	-14.4%	22.0%	-26.0%		18.0%	3.8%	101.4%	-46.7%		1.1%	3.4%	146.5%	-56.8%	
<b>Revenue</b>	<b>19,207</b>	<b>18,762</b>	<b>20,256</b>	<b>18,919</b>	<b>77,144</b>	<b>21,833</b>	<b>22,172</b>	<b>27,053</b>	<b>23,073</b>	<b>94,131</b>	<b>25,911</b>	<b>26,290</b>	<b>33,839</b>	<b>27,313</b>	<b>113,352</b>
YoY growth	-41.9%	-42.4%	-31.2%	-1.9%	-32.6%	13.7%	18.2%	33.6%	22.0%	22.0%	18.7%	18.6%	25.1%	18.4%	20.4%
Seq growth	-0.4%	-2.3%	8.0%	-6.6%		15.4%	1.6%	22.0%	-14.7%		12.3%	1.5%	26.7%	-19.3%	
Total Cost of Sales	16,825	16,166	16,450	15,424	64,865	17,442	17,703	20,950	17,945	74,040	20,729	21,022	26,089	21,279	89,119
	87.6%	86.2%	81.2%	81.5%	84.1%	79.9%	79.8%	77.4%	77.8%	78.7%	80.0%	80.0%	77.1%	77.9%	78.6%
Gross Margin	2,382	2,596	3,806	3,495	12,279	4,391	4,469	6,103	5,128	20,091	5,182	5,268	7,750	6,033	24,234
As a percent of revenue	12.4%	13.8%	18.8%	18.5%	15.9%	20.1%	20.2%	22.6%	22.2%	21.3%	20.0%	20.0%	22.9%	22.1%	21.4%
Sales and Marketing	1,261	870	1,069	840	4,040	873	887	1,082	923	3,765	1,036	1,052	1,354	1,093	4,534
As a percent of revenue	6.6%	4.6%	5.3%	4.4%	5.2%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
Product Development	934	442	310	716	2,402	524	532	649	554	2,259	622	631	812	656	2,720
As a percent of revenue	4.9%	2.4%	1.5%	3.8%	3.1%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%	2.4%
General and Administrative	4,076	5,706	4,197	6,685	20,664	3,930	3,991	4,870	4,153	16,944	4,146	4,206	5,414	4,370	18,136
As a percent of revenue	21.2%	30.4%	20.7%	35.3%	26.8%	18.0%	18.0%	18.0%	18.0%	18.0%	16.0%	16.0%	16.0%	16.0%	16.0%
Amortization	145	145	181	182	653	150	150	150	150	600	150	150	150	150	600
<b>Operating income</b>	<b>(4,034)</b>	<b>(4,567)</b>	<b>(1,951)</b>	<b>(4,928)</b>	<b>(15,480)</b>	<b>(1,086)</b>	<b>(1,091)</b>	<b>(648)</b>	<b>(652)</b>	<b>(3,477)</b>	<b>(772)</b>	<b>(771)</b>	<b>20</b>	<b>(235)</b>	<b>(1,757)</b>
Operating margin	-21.0%	-24.3%	-9.6%	-26.0%	-20.1%	-5.0%	-4.9%	-2.4%	-2.8%	-3.7%	-3.0%	-2.9%	0.1%	-0.9%	-1.6%
Interest expense	(687)	(1,003)	(993)	(1,211)	(3,894)	(900)	(900)	(900)	(900)	(3,600)	(900)	(900)	(900)	(900)	(3,600)
Other	-	79	-	(79)	-	-	-	-	-	-	-	-	-	-	-
Debt extinguishment	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Impairment loss	-	-	(1,144)	(913)	(2,057)	-	-	-	-	-	-	-	-	-	-
Other	857	(173)	(2)	(474)	208	-	-	-	-	-	-	-	-	-	-
	170	(1,097)	(2,139)	(2,677)	(5,743)	(900)	(900)	(900)	(900)	(3,600)	(900)	(900)	(900)	(900)	(3,600)
Pretax Income	(3,864)	(5,664)	(4,090)	(7,605)	(21,223)	(1,986)	(1,991)	(1,548)	(1,552)	(7,077)	(1,672)	(1,671)	(880)	(1,135)	(5,357)
Taxes	-	19	16	(5)	30	-	-	-	-	-	-	-	-	-	-
Minority interest	271	111	39	(133)	288	(227)	(230)	(299)	(352)	(1,108)	(280)	(283)	(367)	(429)	(1,359)
<b>Net income - continuing ops</b>	<b>(3,593)</b>	<b>(5,572)</b>	<b>(4,067)</b>	<b>(7,733)</b>	<b>(20,965)</b>	<b>(2,213)</b>	<b>(2,221)</b>	<b>(1,847)</b>	<b>(1,904)</b>	<b>(8,185)</b>	<b>(1,952)</b>	<b>(1,954)</b>	<b>(1,246)</b>	<b>(1,564)</b>	<b>(6,717)</b>
Net income margin	-18.7%	-29.7%	-20.1%	-40.9%	-27.2%	-10.1%	-10.0%	-6.8%	-8.3%	-8.7%	-7.5%	-7.4%	-3.7%	-5.7%	-5.9%
Diluted shares outstanding	9,674	11,171	11,503	11,607	10,984	11,707	11,807	11,907	12,007	11,857	12,107	12,207	12,307	12,407	12,257
Seq change	62.0	1,366.5	332.4	103.8	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0	100.0
<b>EPS diluted</b>	<b>(\$0.40)</b>	<b>(\$0.51)</b>	<b>\$0.37</b>	<b>(\$0.65)</b>	<b>(\$1.93)</b>	<b>(\$0.17)</b>	<b>(\$0.17)</b>	<b>(\$0.13)</b>	<b>(\$0.13)</b>	<b>(\$0.60)</b>	<b>(\$0.14)</b>	<b>(\$0.14)</b>	<b>(\$0.07)</b>	<b>(\$0.09)</b>	<b>(\$0.44)</b>
<b>Adjusted EBITDA</b>															
GAAP Net Income	(3,864)	(5,683)	(4,106)	(7,600)	(21,253)	(2,213)	(2,221)	(1,847)	(1,904)	(8,185)	(1,952)	(1,954)	(1,246)	(1,564)	(6,717)
Addback:															
Depreciation and amortization	289	223	340	774	1,626	225	225	225	225	900	225	225	225	225	900
Stock-based comp	1,456	2,163	2,678	4,225	10,522	2,500	2,500	2,500	2,500	10,000	2,500	2,500	2,500	2,500	10,000
Other non-recurring	307	2,280	2,697	2,898	8,182	1,000	1,000	1,000	1,000	4,000	1,000	1,000	1,000	1,000	4,000
<b>Adjusted EBITDA</b>	<b>(1,812)</b>	<b>(1,017)</b>	<b>1,609</b>	<b>297</b>	<b>(923)</b>	<b>1,512</b>	<b>1,504</b>	<b>1,878</b>	<b>1,821</b>	<b>6,715</b>	<b>1,773</b>	<b>1,771</b>	<b>2,479</b>	<b>2,161</b>	<b>8,183</b>
Growth															
Margin	-9.4%	-5.4%	7.9%	1.6%	-1.2%	6.9%	6.8%	6.9%	7.9%	7.1%	6.8%	6.7%	7.3%	7.9%	7.2%

Source: Company reports and Litchfield Hills Research LLC



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## LVO - Buy

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