



## PodcastOne, Inc.

### PODC (NASDAQ) - Buy \$7 Price Target

**June 24, 2026**

### **Talent Additions, AI, and Margin Expansion Driving Growth**

Analyst: Barry M. Sine, CFA, CMT

- PodcastOne reported strong fiscal fourth quarter 2026 results, with revenue increasing 11% year over year to \$15.7 million. For fiscal 2026, revenue increased 18% to \$61.7 million. We expect growth to accelerate in fiscal 2027, supported by a continued strong podcast advertising market, new talent additions, and potential M&A.
- EBITDA performance was even stronger, with PodcastOne generating \$1.9 million in EBITDA in the quarter and \$6.3 million for the year. EBITDA margin improved from negative in the prior year to 11.8% in the fourth quarter and 10.2% for the full year. We expect margin improvement to continue as the company adds more content, scales revenue across a largely fixed-cost platform, and increasingly uses AI to improve operating efficiency.
- PodcastOne continues to add podcasting talent from both larger and smaller competitors. Podcasters are small business owners who closely track their audience data, advertising performance, and monetization results, and they rely on their publisher to help them grow. At larger publishers, talent can get lost and may not receive the attention needed to maximize performance, creating an opportunity for PodcastOne. Smaller publishers often lack the analytics tools, sales infrastructure, and talent dashboards that PodcastOne provides, creating another source of competitive advantage. We expect continued talent acquisition to remain a key driver of revenue growth.
- Together with parent company LiveOne, PodcastOne continues to be active in M&A. Management indicated that one or more accretive transactions may be in the works, which could further accelerate revenue and EBITDA growth.
- Additionally, we believe PodcastOne has a potentially valuable AI content-licensing opportunity. The company can license long-form conversational content to help train AI models to communicate more like real people. With stricter enforcement by content owners, including recent litigation by CNN against Perplexity, artificial intelligence companies are becoming less likely to rely on unpaid content and more likely to pursue licensed datasets. The largest AI platforms and their backers have enormous capital resources, creating a potentially meaningful new monetization opportunity for high-quality proprietary content libraries.
- We reiterate our Buy rating and \$7 target.

Rating	Buy	<b>Earnings Per Share</b>	<b>Normalized to exclude unusual items</b>		
Target Price	\$7.00	<b>FYE - March</b>	<b>FY2026</b>	<b>FY2027E</b>	<b>FY2028E</b>
Ticker Symbol	PODC	1Q - June	(\$0.04)	\$0.02	\$0.03
Market	NASDAQ	2Q - September	(\$0.04)	\$0.03	\$0.03
Stock Price	\$4.10	3Q - December	(\$0.01)	\$0.03	\$0.04
52 wk High	\$5.20	4Q - March	(\$0.02)	\$0.04	\$0.04
52 wk Low	\$1.30	<b>Year</b>	<b>(\$0.10)</b>	<b>\$0.12</b>	<b>\$0.13</b>
Shares Outstanding:	27.5 M	<b>Revenue (\$mm)</b>	<b>\$61.7</b>	<b>\$74.0</b>	<b>\$88.8</b>
Public Market Float:	3.5 M	EV/Rev	1.8X	1.5X	1.3X
Avg. Daily Volume	127,056	<b>EBITDA (\$mm)</b>	<b>\$6.3</b>	<b>\$9.7</b>	<b>\$10.5</b>
Market Capitalization:	\$113 M	EV/EBITDA	17.6X	11.5X	10.6X
Institutional Holdings:	3.8%				
Dividend Yield:	0.0%				

#### **Risks/Valuation**

- The dominant risk is that the company's competitors are mainly much larger, diversified media companies.
- We value PODC shares at 22x our FY27 EBITDA estimate, reflecting a premium versus radio comps.

**Company description:** PodcastOne is the only publicly traded podcasting pure play company in the U.S. It has 185 programs over a range of popular genres. Unique for an American media company, it offers content targeted at the entire market, both ends of the political spectrum.



# PodcastOne, Inc.

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### PodcastOne, 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	
<b>Revenue</b>	<b>14,994</b>	<b>15,156</b>	<b>15,856</b>	<b>15,665</b>	<b>61,671</b>	<b>17,993</b>	<b>18,187</b>	<b>19,027</b>	<b>18,798</b>	<b>74,005</b>	<b>21,591</b>	<b>21,825</b>	<b>22,833</b>	<b>22,558</b>	<b>88,806</b>
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%	
<b>Cost of Sales</b>	<b>13,555</b>	<b>13,543</b>	<b>13,244</b>	<b>13,759</b>	<b>54,101</b>	<b>14,754</b>	<b>14,914</b>	<b>15,412</b>	<b>15,038</b>	<b>60,118</b>	<b>17,705</b>	<b>17,896</b>	<b>18,494</b>	<b>18,046</b>	<b>72,142</b>
	90.4%	89.4%	83.5%	68.0%	87.7%	82.0%	82.0%	81.0%	80.0%	81.2%	82.0%	82.0%	81.0%	80.0%	81.2%
<b>Gross Margin</b>	<b>1,439</b>	<b>1,613</b>	<b>2,612</b>	<b>1,906</b>	<b>7,570</b>	<b>3,239</b>	<b>3,274</b>	<b>3,615</b>	<b>3,760</b>	<b>13,887</b>	<b>3,886</b>	<b>3,928</b>	<b>4,338</b>	<b>4,512</b>	<b>16,665</b>
As a percent of revenue	9.6%	10.6%	16.5%	12.2%	12.3%	18.0%	18.0%	19.0%	20.0%	18.8%	18.0%	18.0%	19.0%	20.0%	18.8%
<b>Sales and Marketing</b>	<b>879</b>	<b>678</b>	<b>849</b>	<b>833</b>	<b>3,239</b>	<b>720</b>	<b>727</b>	<b>761</b>	<b>752</b>	<b>2,960</b>	<b>864</b>	<b>873</b>	<b>913</b>	<b>902</b>	<b>3,552</b>
As a percent of revenue	5.9%	4.5%	5.4%	5.3%	5.3%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%	4.0%
<b>Product Development</b>	<b>12</b>	<b>11</b>	<b>9</b>	<b>14</b>	<b>46</b>	<b>18</b>	<b>18</b>	<b>19</b>	<b>19</b>	<b>74</b>	<b>22</b>	<b>22</b>	<b>23</b>	<b>23</b>	<b>89</b>
As a percent of revenue	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%	0.1%
<b>General and Administrative</b>	<b>1,477</b>	<b>1,774</b>	<b>1,746</b>	<b>1,357</b>	<b>6,354</b>	<b>1,619</b>	<b>1,637</b>	<b>1,712</b>	<b>1,692</b>	<b>6,660</b>	<b>1,943</b>	<b>1,964</b>	<b>2,055</b>	<b>2,030</b>	<b>7,993</b>
As a percent of revenue	9.9%	11.7%	11.0%	8.7%	10.3%	9.0%	9.0%	9.0%	9.0%	11.1%	9.0%	9.0%	9.0%	9.0%	11.1%
<b>Amortization</b>	<b>125</b>	<b>125</b>	<b>161</b>	<b>162</b>	<b>573</b>	<b>125</b>	<b>125</b>	<b>125</b>	<b>125</b>	<b>500</b>	<b>125</b>	<b>125</b>	<b>125</b>	<b>125</b>	<b>500</b>
<b>Operating income</b>	<b>(1,054)</b>	<b>(975)</b>	<b>(153)</b>	<b>(460)</b>	<b>(2,642)</b>	<b>757</b>	<b>766</b>	<b>998</b>	<b>1,172</b>	<b>3,692</b>	<b>933</b>	<b>944</b>	<b>1,222</b>	<b>1,431</b>	<b>4,531</b>
Operating margin	-7.0%	-6.4%	-1.0%	-2.9%	-4.3%	4.2%	4.2%	5.2%	6.2%	5.0%	4.3%	4.3%	5.4%	6.3%	5.1%
<b>Interest expense</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Change in fair value of derivatives</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Other</b>	<b>-</b>	<b>-</b>	<b>(1)</b>	<b>(1)</b>	<b>(2)</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
			(1)	(1)	(2)										
<b>Pretax Income</b>	<b>(1,054)</b>	<b>(975)</b>	<b>(154)</b>	<b>(461)</b>	<b>(2,644)</b>	<b>757</b>	<b>766</b>	<b>998</b>	<b>1,172</b>	<b>3,692</b>	<b>933</b>	<b>944</b>	<b>1,222</b>	<b>1,431</b>	<b>4,531</b>
<b>Taxes</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>Net income - continuing ops</b>	<b>(1,054)</b>	<b>(975)</b>	<b>(154)</b>	<b>(461)</b>	<b>(2,644)</b>	<b>757</b>	<b>766</b>	<b>998</b>	<b>1,172</b>	<b>3,692</b>	<b>933</b>	<b>944</b>	<b>1,222</b>	<b>1,431</b>	<b>4,531</b>
Net income margin	-7.0%	-6.4%	-1.0%	-2.9%	-4.3%	4.2%	4.2%	5.2%	6.2%	5.0%	4.3%	4.3%	5.4%	6.3%	5.1%
<b>Diluted shares outstanding</b>	<b>24,134</b>	<b>26,507</b>	<b>26,900</b>	<b>27,121</b>	<b>26,648</b>	<b>30,421</b>	<b>30,521</b>	<b>30,621</b>	<b>30,721</b>	<b>30,571</b>	<b>34,021</b>	<b>34,121</b>	<b>34,221</b>	<b>34,321</b>	<b>34,171</b>
Seq change	(976.9)	2,373.0	392.9	-		3,300.0	100.0	100.0	100.0		3,300.0	100.0	100.0	100.0	
<b>EPS diluted</b>	<b>(\$0.04)</b>	<b>(\$0.04)</b>	<b>(\$0.01)</b>	<b>(\$0.02)</b>	<b>(\$0.10)</b>	<b>\$0.02</b>	<b>\$0.03</b>	<b>\$0.03</b>	<b>\$0.04</b>	<b>\$0.12</b>	<b>\$0.03</b>	<b>\$0.03</b>	<b>\$0.04</b>	<b>\$0.04</b>	<b>\$0.13</b>
<b>Adjusted EBITDA</b>															
GAAP Net Income	(1,054)	(975)	(154)	(461)	(2,644)	757	766	998	1,172	3,692	933	944	1,222	1,431	4,531
Addback:															
Depreciation and amortization	152	131	167	166	616	500	500	500	500	2,000	500	500	500	500	2,000
Stock-based comp	1,465	1,930	2,708	2,108	8,211	1,000	1,000	1,000	1,000	4,000	1,000	1,000	1,000	1,000	4,000
Non-recurring	17	-	66	39	122	-	-	-	-	-	-	-	-	-	-
Taxes	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
<b>Adjusted EBITDA</b>	<b>580</b>	<b>1,086</b>	<b>2,787</b>	<b>1,852</b>	<b>6,305</b>	<b>2,257</b>	<b>2,266</b>	<b>2,498</b>	<b>2,672</b>	<b>9,692</b>	<b>2,433</b>	<b>2,444</b>	<b>2,722</b>	<b>2,931</b>	<b>10,531</b>
Margin	3.9%	7.2%	17.6%	11.8%	10.2%	12.5%	12.5%	13.1%	14.2%	13.1%	11.3%	11.2%	11.9%	13.0%	11.9%
YoY growth						289.1%	108.7%	-10.4%	44.3%	53.7%	7.8%	7.9%	9.0%	9.7%	8.7%

Source: Company reports and Litchfield Hills Research LLC



# PodcastOne, Inc.

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