

Arc'Teryx
Chamonix store

media | zest

Final Results for the Year ended 30 September 2024

Investor Meet Company presentation

19 March 2025



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Board of Directors



Geoff Robertson – Chief Executive Officer

Over 25 years of experience in the media and digital signage industries including seven years with Sony Corporation of America and Sony Music Entertainment before joining MediaZest in 2005. ICAEW qualified with Ernst & Young.



Lance O' Neill – Non-executive Chairman

Lance has worked globally in international securities and investment markets since 1981. He is a Director of and investor in a number of public and private companies in the UK, USA and Australia as well as Chairman of EP&F Capital plc.



James Abdool – Non-executive Director

Over 20 years of experience in the digital media arena. Recent experience includes heading up the Digital Experience innovation work at Arcadis and SVP UK & Europe for Fortude.

Business Proposition

- We deliver turn-key audio-visual solutions to our clients
- Revenue is generated from project fees, including installation and hardware/software
- Ongoing recurring revenue streams from service and maintenance contracts, including content hosting, software licencing and content management

Company Overview



- Creative **audio-visual solutions** provider
- Provides clients with an **end-to-end integrated service**
- Delivers **innovative digital signage** and **audio systems**
- Three core areas: **Retail, Automotive, Corporate offices**
- **50 years' experience**



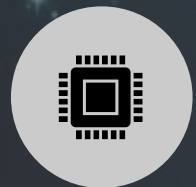
Focus on long term contractual revenues



Targeting clients with opportunities to deploy solutions across multiple sites



Diversified client base in different sectors



Collecting data to provide actionable insights to our clients



UK based with pan European work from Dutch subsidiary and global projects delivered with partner network

Market Opportunity

- The Directors believe there is a significant opportunity to build a leading digital signage business with international reach
- Large addressable market
 - Global professional audio-visual market expected to increase by US\$113.26bn over the next 5 years, with a CAGR of 7.92% between 2022 and 2027 (Source: Technavio)
 - Global digital signage market estimated at US\$ 26.9 billion in 2023, and is projected to grow at a CAGR of 6.0% to reach US\$ 45.5 billion by 2032 (Source: Research and Markets)
 - Latest trends and innovations across the retail landscape show investment in the high street is increasing and MediaZest is well placed to support that trend (Source: ShopFully report *The State of Shopping 2024*)
- Many relatively small, skilled companies without sufficient access to capital or scale to meet this demand. Opportunity for MediaZest to use its public listing and become a consolidator in the market



Projects & Partners

Retail

- **Pets at Home** digital signage solutions now deployed in over 100 stores over last 5 years, with more in the pipeline
- Successful “proof of concept” project with **First Rate Exchange Services** for the supply of digital currency boards into UK post offices with potential to expand further
- **Lululemon** UK projects supplemented by new stores in several European locations in FY24 including Oslo, Stockholm and Berlin
- Extension of engagement with **Arc’Teryx**, delivering additional stores in Europe including Chamonix flagship in January 2025
- **New global client** acquired summer 2024 providing solutions in Duty Free stores - helping grow recurring revenue streams

Automotive

- **Hyundai UK dealer network**
- **KIA**, working in 3 European territories already
- **Porsche** dealership in Milan
- UK dealer groups such as Lithia Group, Norton Way
- **Rockar** Jaguar Land Rover dealership in Canary Wharf

Corporate offices

- Meeting room deployments & booking systems: Teams Accredited



Highlights & Outlook Post-year end

Operational Highlights

- FY24 showed strong improvement, with a return to year-on-year growth, a return to positive EBITDA and an improved cash position following a strong Q4 trading performance
- Growth in longer-term recurring revenue contracts, with a recurring annual run rate at 30 September 2024 of c. £0.9m (At September 2023: c. £0.7m)
- European subsidiary in the Netherlands continues to deliver strong revenue growth

Post-period end

- Outlook for FY25 is positive with a strong forward order book and encouraging forward visibility into the new financial year
- Initial feedback from the "proof of concept" contract with FRES is that the project has been successful, demonstrating that digital currency boards are an effective alternative to the current static displays.
- Target further year-on-year growth and a return to profitability at the pre-tax level in FY25



Results for Year Ended 30 September 2024

Financial Highlights

| | FY24 £'000 | FY23 £'000 |
|--------------------------|---------------|---------------|
| Revenue | 3,074 | 2,335 |
| Gross Profit | 1,595 | 1,262 |
| Gross Margin | 52% | 54% |
| EBITDA ¹ | 14 | (322) |
| (Loss) after tax | (214) | (553) |
| (Loss) per share (pence) | (0.0133) | (0.0396) |
| Cash | 64 | 40 |

¹ EBITDA is defined as (Loss)/Profit before tax adding back Finance costs, depreciation and amortisation

- Revenue and gross profit increased 32% and 26% respectively
- Gross margins consistent 52% (2023: 54%)
- EBITDA improved significantly to a profit of £14,000 (2023: loss of £322,000)
- Net loss after taxation was £214,000 (FY23: loss of £553,000)
- Cash position increased to £64,000 (2023: £40,000)

Outlook - Targeting year-on-year growth and return to profitability



AIM listed creative audio-visual solutions provider to top global brands



Multiple long-term blue-chip clients and growing recurring revenue run rate (c. £900,000)



Strong long-term demand for audio-visual technology in MediaZest's three core sectors




New business wins including global ongoing contract, established clients rolling out digital signage



Continuing to evaluate suitable parties for a potential "Buy and build" acquisition



The Board is confident in MDZ's ability to deliver y-o-y growth, alongside targeting a return to profitability

A miniature scene of a busy city street at night. In the foreground, a large number of tiny human figures are walking and interacting. In the center, a group of figures is gathered around a computer monitor displaying blue lines of code. The background shows a multi-story building with a glass facade, illuminated from within, and a blurred cityscape with warm lights.

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MediaZest, please contact
MediaZest@walbrookpr.com