

Hyundai  
Bluewater EV Store



media|zest

# Unaudited interim results for the six months ended 31 March 2024

Investor Meet Company presentation

9 July 2024

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# Board of Directors

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Geoff Robertson – Chief Executive Officer

- Over 25 years of experience in the media and digital signage industries including 7 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 Also 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 and content management



# Company Overview

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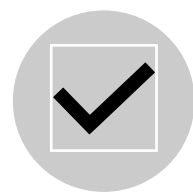


- Creative audio-visual solutions provider
- Provides clients with an end-to-end integrated service
- Delivers innovative digital signage and audio systems
- Three core areas: Retail, Automotive, Corporate offices
- 49 years' experience

# Strategy



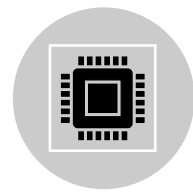
Ongoing strategy to improve performance visibility and value of the business by focusing on long term contractual revenues and clients generating repeat business



Focus on clients with long term opportunities to deploy solutions across multiple sites



Diversified client base in different sectors – innovation in audio-visual the common thread



Collecting data from our installations and using that to provide actionable insights to our clients - achieved by adding discovery technologies from the Internet of Things and Big Data space to our core systems



Recent work outside of the UK, including Spain, the Netherlands, Ireland, Germany, Slovakia and the United States. Dutch subsidiary established to enhance delivery of projects in the EU region





## Market Opportunity

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- 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)
- 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
- **Lululemon** UK projects supplemented by new stores in several European locations in FY23 and FY24
- First LED videowall delivered for **Arc'Teryx** in its new Covent Garden flagship store

## Automotive

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

## Corporate offices

- Meeting room deployments & booking systems
- Microsoft Teams Room accredited





# H1 Highlights & Post-period end



## Operational Highlights

- Positive H1 FY24 performance driven by long-term project roll outs with key customers including Hyundai and Pets at Home
- Work completed on further Lululemon Athletica stores as MediaZest continues to work with them across Europe
- First LED videowall delivered for Arc'Teryx in its new Covent Garden flagship store

## Post-period end

- New business wins include installations in the Netherlands, Germany and France, to be delivered in H2 FY24
- Follow-on contract to supply digital signage to a large global automotive client across several of its sites in an EU country announced in May 2024
- Aiming to build on the progress in H1 and generate positive growth organically and targeting a return to profitability for the full financial year ending 30 September 2024

# Unaudited interim results for the six months ended 31 March 2024

## Financial Highlights

	H1 FY24 £'000	H1 FY23 £'000
Revenue	1,173	1,054
Gross Profit	701	599
Gross Margin	60%	57%
EBITDA <sub>1</sub>	(28)	(148)
(Loss) after tax	(141)	(260)
(Loss) per share (pence)	(0.0092)	(0.0186)
Cash	14	10

- Revenue and gross profit increased 11% and 17% respectively
- Gross margins improved slightly to 60% (2023: 57%)
- EBITDA improved significantly to a loss of £28,000 (2023: loss of £148,000)
- Net loss after taxation was £141,000 (H1 FY23: loss of £260,000)
- Cash position increased to £14,000 (2023: £10,000)

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

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

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



Multiple long-term blue-chip clients and growing recurring revenue run rate (c. £700,000)



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



New business wins including installations in the Netherlands, Germany and France, to be delivered in H2 FY24



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



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