

Company Summary

Investment profile

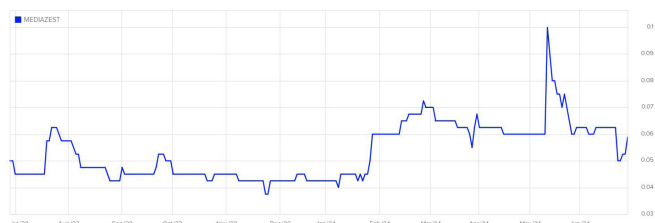
- Award winning audio-visual technology partner of choice
- Multiple long-term blue-chip clients, in annual run rate of recurring revenue c. £700,000
- High client demand in all three key sectors in which the Company operates - *Retail, Automotive and Corporate Office spaces*
- Maturing market in digital signage opening up opportunities to consolidate
- Targeting year on year revenue growth
- Positive outlook on the Group's future growth potential and targeting a return to profitability

Share information

Ticker	MDZ
Share Price	0.06p
Shares in issue	1.70b
Market Cap	£0.89m
12m Hi/Low	0.12p/0.03p

(Source: [The London Stock Exchange](#), June 2024)

12-Month share price



(Source: [The London Stock Exchange](#), June 2024)

Major shareholders (Source: [Company website](#))

Name	%
City and Claremont Capital Assets Ltd	15.63
Oberon Investments Limited	12.44
Clarmond Wealth Limited	11.28
Stephen Hudson	4.69
Darren Smith	4.26
EP&F Capital Plc	1.56



Key dates:

- Q1: Final results / AGM
- Q2: Interim Results

Company overview

MediaZest (AIM: MDZ) is a **creative audio-visual solutions** provider that specialises in delivering **innovative digital signage** and **audio systems** to leading retailers, brand owners and corporations. The Group offers an integrated service from content creation and system design to installation, technical support, and maintenance. MediaZest was admitted to the London Stock Exchange's AIM in February 2005.

49

YEARS EXPERIENCE

60

COUNTRIES

500

LOCATIONS

2000

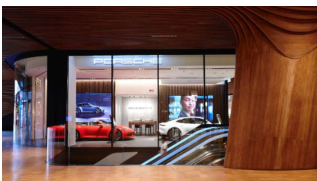
DISPLAYS

Core sectors



Retail

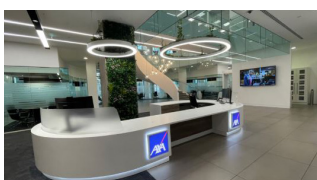
Evolution of retail focused on customer experience, with technology as the enabler with roll out programmes from long term clients - **Pets at Home, Lululemon** and **HMV**.



Automotive

New dealership business models and innovation.

Major clients include **Hyundai, KIA** and **PORSCHE**.



Corporate offices

Post COVID-19 acceleration of Hybrid working: reduced space and occupancy leading to increased use of technology to manage resources more efficiently.

Clients includes **Harrods** and **Wincanton**.



Business Wins / Opportunities

- MediaZest has signed numbers of large new projects in H1 2024 including:
 - [A multi-year contract](#) with a large global automotive client across several of its sites in an EU country
 - Installations in the Netherlands, Germany and France
 - First LED videowall delivered for Arc'Teryx in its new London flagship store
- Significant potential has been shown in Europe; The Netherlands subsidiary continues to perform well and attract client interest
- Continuing to evaluate suitable parties for a potential "Buy and build" acquisition

Design, Install, Maintain & Measure



MediaZest offers an end-to-end service including, system design, installation, aftercare and remote content updates.

- Client Requirements
- System Design
- Product Sourcing
- Build & Test
- Content Creation & Management
- Installation
- Monitoring & Reporting
- Support & Maintenance

Featured projects

<https://www.mediazest.com/project/>



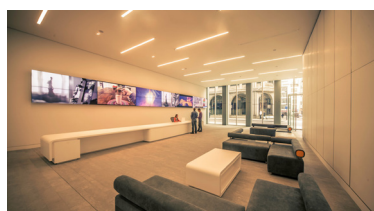
HYUNDAI



Volkswagen



Pets at Home



6 Bevis Marks

Group strategy

- Continued focus on growing revenues and client numbers, with emphasis on those with long-term opportunities to deploy solutions across multiple sites at scale
- Provide a high-quality Managed Service offering wrapped around hardware and software delivery that generates ongoing contractual revenues from the customer base over several years
- In addition to organic growth, the current state of the digital signage market is well suited to a 'buy-and-build' acquisition strategy to take advantage of economies of scale and the maturing market. As one of very few listed vehicles in this space, MediaZest is well positioned to take advantage of this opportunity

Management team



Geoff Robertson, CEO and Sales Director of MediaZest. He has 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. Geoff is ICAEW qualified with Ernst & Young.

Lance O'Neill, Executive Chairman of MediaZest plc, also Chairman of EP&F Capital plc. 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.



James Abdool, NED of MediaZest, he has 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.

Both the Board and executive management team are fully **committed to investors**, and focusing on driving value for all shareholders.

Outlook

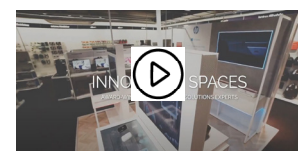
- Ongoing long term project roll outs with customers including Hyundai, Pets at Home and Lululemon set to continue particularly in Europe and additional projects forthcoming
- Demand in MediaZest's three core sectors (retail, automotive and corporate offices) continues to grow
- Roll out programmes which had experienced delays have now resumed
- Targeting a year-on-year increase in revenue for FY24
- Continues to monitor opportunities for acquisition
- Remains positive about the Group's future growth potential, and targeting a return to profitability

Meet MediaZest

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Latest investor presentation



Recent projects highlights

