

First Rate  
Post Office Rateboard

**POST OFFICE Bureau de Change**

Get our best rates on Travel Money Card

	Notes Sell Rate	Notes Buy Rate
1.1071 EURO	1.0800	1.2700
1.2860 US DOLLAR	1.2700	1.4600
49.5745 TURKISH LIRA	49.9797	65.4810
1.9480 AUSTRALIAN DOLLAR	1.9280	2.3600
1.7660 CANADIAN DOLLAR	1.7460	2.1900
2.1930 NEW ZEALAND DOLLAR	2.1680	2.7400
21.6407 SOUTH AFRICAN RAND	21.3941	27.3997
0.9970 SWISS FRANC	0.9850	1.2400
39.9289 THAI BATH	39.4621	61.6799
4.5700 UAE DIRHAM	4.5180	5.7400

Notes Sell Rate Notes Buy Rate

Best rates when you use a minimum of £1,000 of notes

Base rate when you buy a minimum of £500 of notes from us

Travel Money Card rate when you buy a minimum of £750 with a card or electronic card

Rates for other currencies and smaller amounts available on request

**PASS PHOTOS**



UOE

**SUNDAY 12-4PM**  
Yes, the Post Office too!

**50**  
YEARS

**media**  
Transforming Spaces

**zest**  
for 50 years

Full Year Results for the 12 months  
ended 30 September 2025

Investor presentation

March 2026

# DISCLAIMER

This document and any oration, narration or question and answer session accompanying it, comprises the presentation in respect of MediaZest PLC (the “**Company**”) and its Full Year results to 30 September 2025 (the “**Presentation**”).

No reliance may be placed for any purposes whatsoever on the information in or delivered with this Presentation or on its accuracy or completeness. The Presentation is intended to provide a general overview of the Company’s business and does not purport to deal with all or certain aspects and details regarding the Company. Accordingly, neither the Company nor any of its affiliates, directors, officers, employees or advisers nor any other person makes any representation or warranty, express or implied, as to, and accordingly no reliance may be placed on, the fairness, accuracy or completeness of the information contained in or delivered with the Presentation or the views given or implied. Neither the Company nor any of its affiliates, directors, officers, employees or advisers nor any other person shall have any liability whatsoever for any inaccuracies, errors or omissions or any loss howsoever arising, directly or indirectly, from any use of this Presentation, or its contents or otherwise arising in connection therewith.

This Presentation is not a prospectus or prospectus equivalent document and does not constitute, or form part of, nor is it intended to communicate any offer, invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company, nor shall it (or any part of it) or the fact of its distribution, form the basis of, or be relied on in connection with, any contract for any such sale, issue, purchase or subscription. This Presentation does not constitute a recommendation or valuation regarding the Company’s securities. No statement in this Presentation is intended as a profit forecast or a profit estimate and no statement in this Presentation should be interpreted to mean that earnings per Company share for the current or future financial years would necessarily match or exceed the historical published earnings per Company share.

Certain statements, beliefs and opinions contained in this Presentation, particularly those regarding the possible or assumed future financial or other performance of the Company, industry growth or other trend projections are or may be deemed to be, forward-looking statements. Forward-looking statements can be identified by the use of forward-looking terminology, (including such words as “believe”, “expect”, “estimate”, “intend”, “anticipate”, “target”, “plan”, “aim”, “goal”, “could”, “should” and words of similar meaning). These forward-looking statements are neither historical facts nor guarantees of future performance. Such statements are based on current expectations and belief and, by their nature, are subject to a number of known and unknown risks, uncertainties and assumptions and may be beyond the Company’s ability to control or predict, which may cause the actual results, events, prospects and developments of the Company and its subsidiaries to differ materially from those expressed or implied by the forward-looking statements. Forward-looking statements contained in this Presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. Except as required by applicable law or regulation, the Company (nor any of its affiliates, members, directors, officers, employees, agents, advisors or representatives) undertakes any obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.

The contents of the Presentation have not been examined or approved by the Financial Conduct Authority (“**FCA**”) or London Stock Exchange plc (the “**London Stock Exchange**”), nor is it intended that the Presentation will be so examined or approved. The information and opinions contained in the Presentation are subject to updating, completion, revision, further verification and amendment in any way without liability or notice to any party. The contents of this Presentation have not been independently verified and accordingly, no reliance may be placed for any purpose whatsoever on the information or opinions contained or expressed in the Presentation or on the completeness, accuracy or fairness of such information and opinions. No undertaking, representation or warranty or other assurance, express or implied, is made or given as to the accuracy, completeness or fairness of the information and opinions contained or expressed in the Presentation and, save in the case of fraud, no responsibility or liability is accepted by any person for any loss, cost or damage suffered or incurred as a result of the reliance on such information or opinions. In addition, no duty of care or otherwise is owed by any such person to recipients of the Presentation or any other person in relation to the Presentation. The material contained in this Presentation reflects current legislation and the business and financial affairs of the Company at the time of delivery of the Presentation, which are subject to change without notice.

This Presentation summarises information contained in the Full Year Results to 30 September 25. No statement in this Presentation is intended to be a profit forecast and no statement in this Presentation should be interpreted to mean or imply that earnings per Company share for current or future financial years would necessarily match or exceed the historical published earnings per Company share. Past share performance cannot be relied on as a guide to future performance.

This Presentation is confidential and should not be distributed, copied, published or reproduced (in whole or in part) or disclosed or passed by its recipients in any way to any other person for any purpose, other than with the consent of the directors. By accepting receipt of, attending any presentation or delivery of or electronically accessing the Presentation, you undertake to keep this Presentation and the information contained herein confidential and not to forward the Presentation to any other person, or to distribute a copy, reproduce or publish the Presentation, in whole or in part, for any purpose.

The distribution of this Presentation or any information contained in it may be restricted by law in jurisdictions other than the UK, and any person into whose possession any document containing this Presentation or any part of it comes should inform themselves about, and observe, any such restrictions. The Presentation does not constitute or form part of, nor is it intended to communicate, any offer, invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities to any person in any jurisdiction to whom or in which such offer or solicitation is unlawful nor shall it (or any part of it), or the fact of its distribution, form the basis of, or be relied on in connection with or act as any inducement to enter into, any contract whatsoever relating to any securities.

# Presentation team



**Geoff Robertson – Chief Executive Officer**

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



**Keith Edelman – Non-executive Chairman**

- Over 40 years of industry experience, working with FTSE 100, 250, AIM-listed and privately held companies
- Former MD of Arsenal FC, vast experience also includes NED work with the likes of Eurotunnel, Supergroup Plc and Thorntons Plc
- Track record of steering transformational growth and strategic M&A

# 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** – Anniversary party held in September 2025 as part of an ongoing marketing campaign

## 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 licensing and content management
- Organic growth delivered in FY25, returning to profitability with 35% YoY revenue increase



# Results for Year Ended 30 September 2025

## Financial Highlights

	FY25 £'000	FY24 £'000
Revenue	4,154	3,074
Gross Profit	2,346	1,595
Gross Margin	56%	52%
EBITDA <sub>1</sub>	331	14
Profit/(Loss) after tax	98	(214)
Profit/(Loss) per share (pence)	0.0058	(0.0133)
Cash in hand	99	64

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

- Strong performance in the year: Revenue and gross profit increased 35% and 47% respectively
- Gross margins consistent 56% (2024: 52%)
- EBITDA improved significantly to a profit of £331,000 (FY24: £14,000)
- Net profit after taxation was £98,000 (FY24: loss of £214,000)
- Cash position improved to £99,000 at period end (2024: cash in hand £64,000) with £188,000 of debt repaid in previous 12 months by clearing and closing Invoice Discounting Facility
- Continuing growth in longer-term recurring revenue contracts, with a recurring annual run rate at 30 September 2025 of over £1.2 million (At September 2024: c. £0.9 million)

# Projects & Partners

media zest

## Retail

- Start of roll out of major new contract with **First Rate Exchange Services** expected to deliver over 1,200 locations by the end of 2026 with ongoing support for 5 years
- **Pets at Home** digital signage solutions now deployed in over 170 stores over last 7 years, with more in the pipeline
- **Lululemon** New flagship stores in several European locations in FY25 including Regent Street, Milan and Berlin
- Additional stores for **Arc'Teryx**, including Chamonix flagship, Milan, Stockholm, Manchester, Parndorf Austria and Bicester Village
- **Global consumer brand client** continued to provide solutions in Duty Free stores - helping grow recurring revenue streams

## Automotive

- **Hyundai UK dealer network**
- **KIA**, working in 3 European territories, expanding in Netherlands
- **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. Major UK office for global luxury brand delivered in the year



# Post-year end



- **Significantly improved balance sheet**
  - ✓ Successfully restructuring debt obligations
  - ✓ Securing agreement from loan holders to write off £529,000 worth of interest and leave a principal sum of £785,609 to repay over the next six years
  - ✓ Includes cessation of interest charges on these principal amounts moving forwards
- **Equity fundraising** in February 2026
  - ✓ Raised £215,000 gross at a price of 0.06p per share
- Board is delighted to welcome **Dr Graham Cooley** as a **new significant shareholder** in the Company

# Strategy moving forwards



Targeting clients with opportunities to deploy solutions across multiple sites



Focus on long term contractual revenues and 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



Add scale via potential M&A activity unlocking shareholder value

# Market Opportunity

- 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\*
  - ✓ Global digital signage market estimated at US\$ 22.15 billion in 2024, and is projected to grow at a CAGR of 8.4% to reach US\$ 30.56 billion by 2028\*\*
- 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



\* Source: Technavio

\*\*Source: Research and Markets "Digital Signage Global Market Report 2024"

## Outlook - Targeting further year-on-year growth and increased 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. £1.2 million)



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




New business wins including FRES contract and global ongoing contracts with established clients



Recurring revenue streams provide predictability and stability



The Board is confident in MDZ's ability to deliver y-o-y growth in FY26 and increase in profitability: Targetting £5million revenue and £250k+ net profit



media | zest

To receive regular updates from  
MediaZest, please contact  
[MediaZest@walbrookpr.com](mailto:MediaZest@walbrookpr.com)