

Hyundai
Bluewater EV Store

media|zest



Final results for the year
ended 30 September 2023

Investor Meet Company presentation

12 April 2024

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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 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



- 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



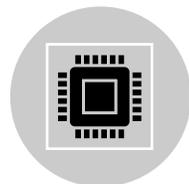
Ongoing strategy to improve performance visibility and value of the business by focusing on long term contractual revenues and clients generating repeat business



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

- 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

- Evolution of retail focused on customer experience, with technology as the enabler
- **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

Automotive

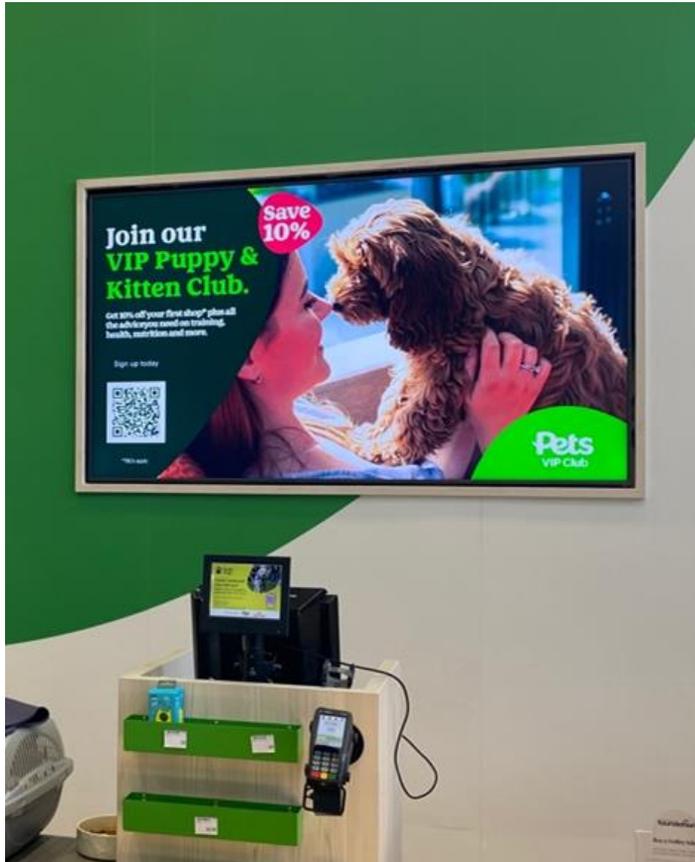
- New dealership business models and innovation
- **Hyundai UK dealer network**
- **KIA**, working in 3 European territories already
- **Porsche** dealership in Milan
- UK dealer groups such as **Jardines (Lancaster Motors)**, **Norton Way**
- **Rockar** Jaguar Land Rover dealership in Canary Wharf

Corporate offices

- Post COVID-19 acceleration of Hybrid working: reduced space and occupancy leading to increased use of technology to manage resources more efficiently
- Meeting room deployments & booking systems
- Microsoft Teams Room accredited



2023 Highlights & Post-period end



Pick up in client demand, with new project briefs in H2 and resumption of key client project in Q4

European subsidiary established in the Netherlands; first projects delivered, and orders secured

Growth in long term recurring revenue contracts with recurring annual run rate at 30 September 2023 of c. £700,000

Equity fundraising of £120,000 (gross) completed as announced on 8 January 2024

Long term clients progressed roll out programmes or ongoing works during the year

Financial Results for the Year ended 30 September 2023

Consolidated Statement of Profit or Loss

	2023 £'000	2022 £'000
CONTINUING OPERATIONS		
Revenue	2,335	2,820
Cost of sales	(1,073)	(1,321)
GROSS PROFIT	1,262	1,499
Administrative expenses	(1,554)	(1,342)
OPERATING (LOSS)/PROFIT BEFORE EXCEPTIONAL ITEMS	(292)	157
Exceptional items	(97)	-
OPERATING (LOSS)/PROFIT	(389)	157
Finance costs	(164)	(145)
(LOSS)/PROFIT BEFORE INCOME TAX	(553)	12
Income tax	-	-
(LOSS)/PROFIT FOR THE YEAR	(553)	12
(Loss)/profit attributable to: Owners of the parent	(553)	12
Earnings per share expressed in pence per share:		
Basic	(0.0396)	0.0009
Diluted	(0.0396)	0.0009

- Revenue and gross profit for the year fell 17% and 16% respectively
- Gross margins improved slightly to 54% (2022: 53%)
- Operating loss before exceptional costs of £292,000 (2022: profit of £157,000)
- The basic and fully diluted earnings per share was a loss per share of 0.0396 pence (2022: profit per share 0.0009 pence)

Balance Sheet

	2023 £'000	2022 £'000
ASSETS		
NON-CURRENT ASSETS		
Goodwill	2,772	2,772
Owned: Property, plant and equipment	60	34
Right-of-use: Property, plant and equipment	37	83
	<u>2,869</u>	<u>2,889</u>
CURRENT ASSETS		
Inventories	97	121
Trade and other receivables	406	674
Cash and cash equivalents	40	45
	<u>543</u>	<u>840</u>
TOTAL ASSETS	<u>3,412</u>	<u>3,729</u>
EQUITY		
SHAREHOLDERS' EQUITY		
Called up share capital	3,656	3,656
Share premium	5,244	5,244
Share option reserve	146	146
Retained earnings	(8,358)	(7,805)
TOTAL EQUITY	<u>688</u>	<u>1,241</u>
LIABILITIES		
NON-CURRENT LIABILITIES		
Financial liabilities - borrowings		
Interest bearing loans and borrowings	195	83
CURRENT LIABILITIES		
Trade and other payables	1,308	1,101
Financial liabilities - borrowings		
Interest bearing loans and borrowings	1,221	1,304
	<u>2,529</u>	<u>2,405</u>
TOTAL LIABILITIES	<u>2,724</u>	<u>2,488</u>
TOTAL EQUITY AND LIABILITIES	<u>3,412</u>	<u>3,729</u>

- Renewal of £130,000 out of £150,000 of Convertible Loan Notes – to August 2026
- Cash in hand at 30 September 2023 was £40,000 (2022: £45,000)

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. £700,000)



Long term client projects set to be delivered in FY24 (inc. new orders from Dutch subsidiary)



Notable rise in incoming opportunities post year end due to increased marketing activity



Potential to benefit from a fragmented digital signage market which is ripe for consolidation



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

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