

Arc'Teryx
Chamonix store

50
YEARS

media
Transforming Spaces

zest
for 50 years

Interim Results for the 6 months ended 31 March 2025

Investor Meet Company presentation

9 July 2025

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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.



Keith Edelman – Non-executive Chairman

- Keith has over 40 years industry experience, working with FTSE 100, 250, AIM-listed and privately held companies across retail, hospitality, infrastructure, finance, sport, and digital sectors
- As a former Managing Director of Arsenal FC, Keith successfully delivered the £390m Emirates Stadium project, raised over £1bn in financing, and orchestrated landmark commercial deals for the club. His vast experience also includes NED work with the likes of the London Legacy Development Corporation, Supergroup Plc, Thorntons Plc, Glenmorangie Plc and Eurotunnel.
- Amongst his operational roles he was Corporate Director at Ladbroke Group Plc, Managing Director at Carlton Communications Plc and Group Chief Executive at Storehouse Plc.
- Keith's boardroom expertise extends to chairing and advising numerous public and private companies, with a focus on growth and innovation. Prior recent positions include Chairman at Revolution Bars Group Plc, Headlam Group Plc and AIM-listed Altitude Group Plc and his current positions include Board Mentor at Critical Eye, Non-Executive Chairman at Jewellery Bullion Quarter Ltd and Senior Independent Director at Murano Global Investment 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 licensing and content management
- Organic growth delivered in H1 2025 and targeting profitability for the full financial year ended 30 Sept '25

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**
- **50 years' experience** – anniversary September 2025, client facing marketing planned



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

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*
 - 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"



Lululemon Athletica
AV solutions across
Europe including
London Regent
Street

Projects & Partners

Retail

- Successful “proof of concept” project with **First Rate Exchange Services** for the supply of digital currency boards into their clients – now converted into a major new contract expected to deliver over 1,200 locations in the next 2 years with ongoing support for 5 years
- **Pets at Home** digital signage solutions now deployed in over 150 stores over last 6 years, with more in the pipeline
- **Lululemon** New flagship stores in several European locations in FY24 with Regent Street and Berlin delivered 1H FY25
- Additional stores for **Arc'Teryx**, including Chamonix flagship in January 2025 and Milan
- **New global client** acquired in summer 2024, providing 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



Highlights & Outlook Post-year end



Operational Highlights

- Strong top line and bottom line growth, with Revenue up 63% to £1.9 million and EBITDA profit of £197,000 (H1 FY24: loss of £28,000)
- Net profit after taxation £53,000 (H1 FY24: loss of £141,000)
- Continuing growth in longer-term recurring revenue contracts, with a recurring annual run rate at 31 March 2025 of over £1 million (At September 2023: c. £0.7 million)
- European subsidiary in the Netherlands continues to deliver strong revenue growth

Post-period end

- Outlook for H2 FY25 is positive with a strong forward order book and encouraging forward visibility into the new financial year
- Significant new contract with FRES providing digital currency boards
- Target further year-on-year growth and profitability at the pre-tax level in full year FY25

Results for Six Months Ended 31 March 2025

Financial Highlights

	H1 FY25 £'000	H1 FY24 £'000
Revenue	1,906	1,173
Gross Profit	1,127	701
Gross Margin	59%	60%
EBITDA ₁	197	(28)
Profit/(Loss) after tax	53	(141)
Profit/(Loss) per share (pence)	0.0031	(0.0092)
Bank Overdraft/Cash in hand	(7)	14

- The Period showed considerable improvement on the prior period with this trend expected to continue into the second half of the financial year
- Revenue and gross profit increased 63% and 61% respectively
- Gross margins consistent 59% (2024: 60%)
- EBITDA improved significantly to a profit of £197,000 (H1 FY24: loss of £28,000)
- Net profit after taxation was £53,000 (H1 FY24: loss of £141,000)
- Cash position overdraft of £7,000 at period end (2024: cash in hand £14,000) with £188,000 of debt repaid in previous 12 months

¹ 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



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 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, alongside targeting full year profitability

The background of the slide is a miniature scene of a city street at night. In the foreground, a large number of tiny, diverse human figures are walking across a dark, reflective surface. In the center-right of this miniature crowd, a large, rectangular screen displays a blue, pixelated pattern. Behind the miniature figures, a large, brightly lit building with a curved facade and glass windows is visible. The interior of the building is filled with warm, yellow light, and a large, glowing yellow letter 'C' is visible on the left side of the building's facade. The overall atmosphere is one of a bustling, modern urban environment.

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MediaZest@walbrookpr.com