

MediaZest PLC (AIM: MDZ)

# Company Summary

## Investment profile

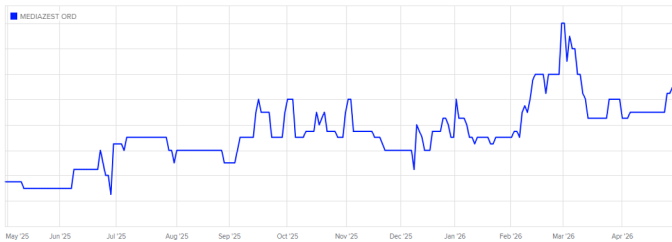
- Award winning audio-visual technology provider to top global brands
- Large addressable market and high client demand in all three key sectors – *Retail, Automotive and Corporate Office spaces*
- Multiple long-term blue-chip clients
- Focused on long-term contractual revenues – recurring revenue run rate c.£1.2m
- Diversified client base in different sectors
- Recurring revenue streams provide predictability and stability
- Targeting further y-o-y growth and increased profitability in FY26

## Share information

Ticker	MDZ
Share Price	0.10p
Shares in issue	2.05bn
Market Cap	£2.11m
12m Hi/Low	0.06p/0.13p

(Source: [The London Stock Exchange](#), May 2026)

## 12-Month share price



(Source: [The London Stock Exchange](#), May 2026)

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

Name	%
Oberon Investments Limited	16.54
City and Claremont Capital Assets Ltd	12.91
Dr Graham Cooley	11.20
Clarmond Wealth Limited	9.31
Darren Smith	8.38
Stephen Hudson	3.87



### 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.

50

YEARS EXPERIENCE

60

COUNTRIES

500

LOCATIONS

2000

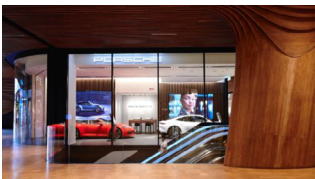
DISPLAYS

## Core sectors



Retail

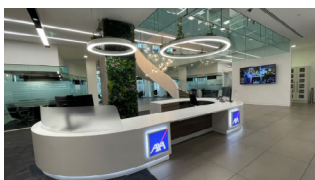
Evolution of retail focused on customer experience, with technology as the enabler with roll out programmes from long term clients - **First Rate Exchange Services, Pets at Home, Lululemon**



Automotive

New dealership business models and innovation.

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



Corporate offices

Typical projects in this sector include hybrid meeting rooms, video conferencing technology and innovation centres.

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



## Business Wins / Opportunities

Following the successful completion of a "proof of concept" project, MediaZest secured a significant new contract with First Rate Exchange Services Limited ('First Rate') in July 2025 to provide digital currency boards installations for First Rate's clients.

This will include deployments across approximately 1,200 locations in the UK representing a significant investment by First Rate in its business over the next five years, predominantly delivered in the next 24 months.

Converting this opportunity with First Rate represents a major milestone for the Company, strengthening its position as a leading supplier of integrated digital signage solutions.

## 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

## Debt Restructure & major new shareholder

In December 2025, the Group successfully restructured its debt obligations, having actively engaged with all its key debt holders.

MediaZest has also repaid the invoice discounting facility in full during the year and reached an agreement (the "Agreement") with shareholders and/or Debt Holders on existing loans and outstanding interest.

The Agreement will write off £529,000 worth of interest and leave a principal sum of £785,609 to repay over the next six years, concluding in FY31. Importantly, interest charges have ceased moving forwards. This restructuring will allow the Group to invest further in its improvement and growth.

In February 2026, the Board welcomed Dr Graham Cooley, as a new significant shareholder as part of a wider fund raise, raising £215k.

## 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 Group believes to add scale to the current operational business via potential M&A activity would unlock shareholder value. The Board continues to evaluate potential acquisition targets that would enhance the Group's business and be value accretive.

## Management team



**Geoff Robertson, CEO** 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.

**Keith Edlemen** joined as **Chairman** in June '25 and has over 40 years' industry experience working with FTSE 100, 250 & AIM-listed companies. Known for his sharp commercial acumen and ability to unlock long-term value, recent experience includes former MD of Arsenal FC.



**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.

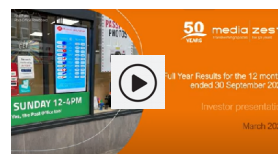
Both the Board and executive management team are fully **committed to investors**, and focusing on driving value for all shareholders.

## Outlook

- Ongoing long-term project roll outs are set to continue and additional projects forthcoming
- The Group's Dutch subsidiary continues to perform well and attract client interest, whilst it continues to seek new opportunities in Europe
- Demand in MediaZest's three core sectors (retail, automotive and corporate offices) continues to grow
- Targeting a further year-on-year growth and increased profitability in FY26
- Targetting revenue for the yr ending 30 Sept '26 of £5m and a maiden profit after tax in excess of £250k
- Continue to evaluate suitable parties for a potential "Buy and build" acquisition

## Meet MediaZest

You can view the latest Company presentation below and register to receive future presentations by signing up with Investor Meet Company [here](#).



Latest investor presentation



Recent projects highlights

