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ZOO Digital – Capitalising on Growth in Media Localisation

Stuart Green
CEO

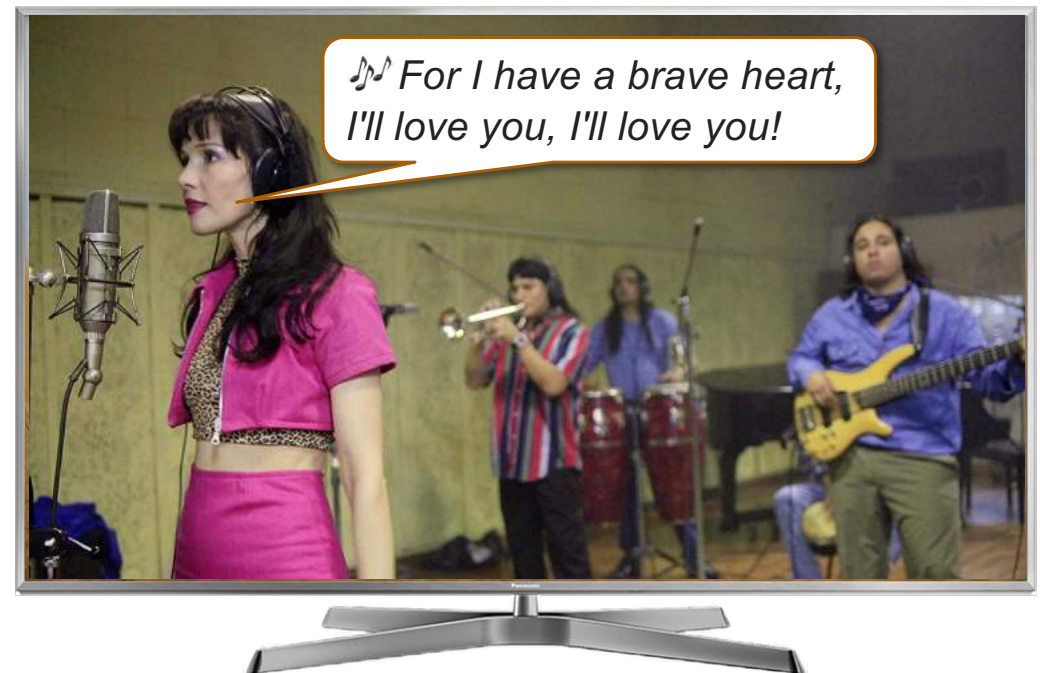
Phillip Blundell
CFO

The Offering

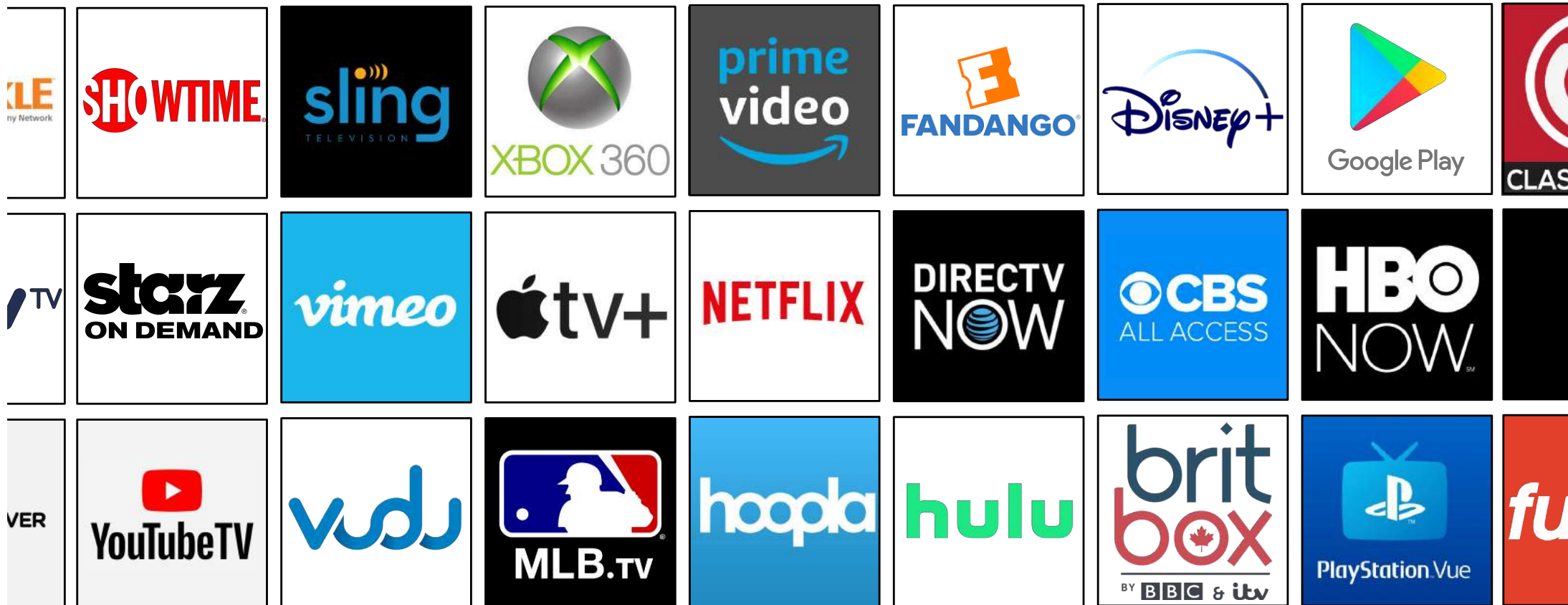
Subtitling



Dubbing



A Changing Consumer Market...



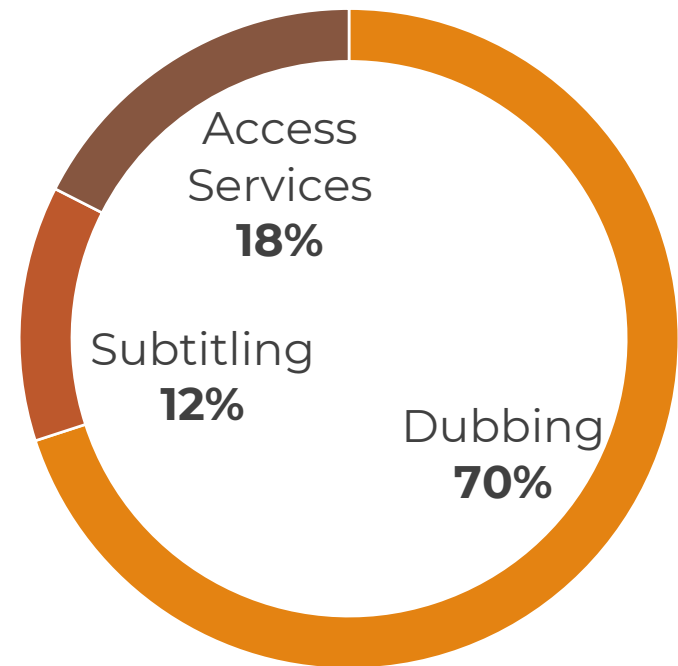
...leads to growth in media localisation

\$3bn+

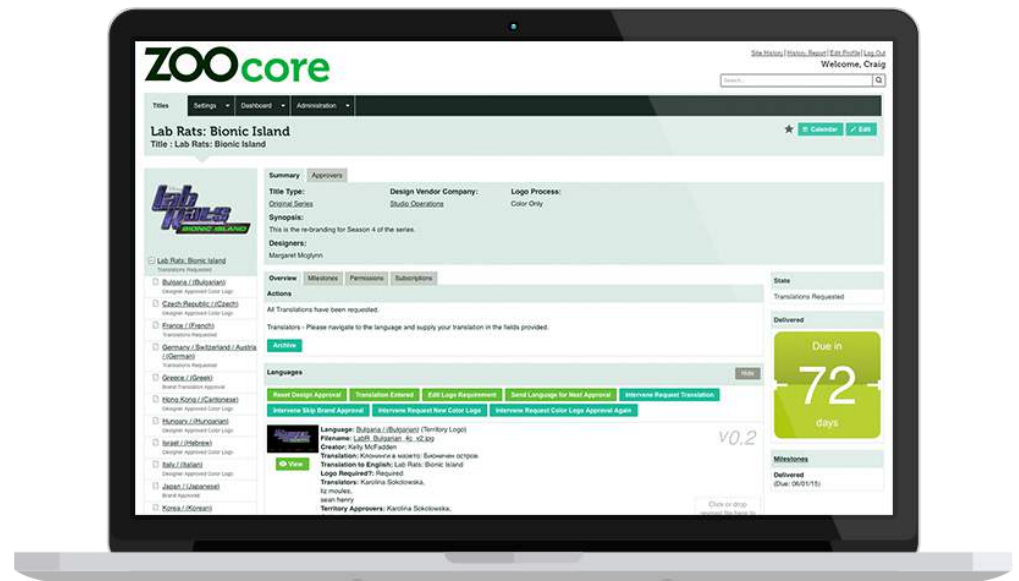
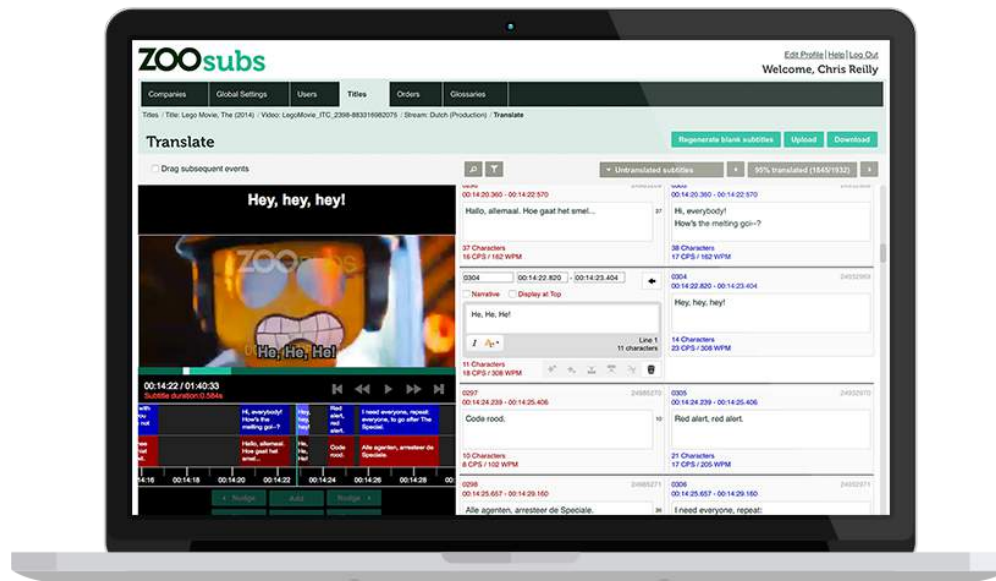
Estimated worldwide market spend; source: Media and Entertainment Services Alliance, 2016 and ZOO Digital

10%+

Estimated rate of market growth per annum; source: Media and Entertainment Services Alliance, 2016



Strategy: Innovate



Dubbing Disruption

From this...



...to this

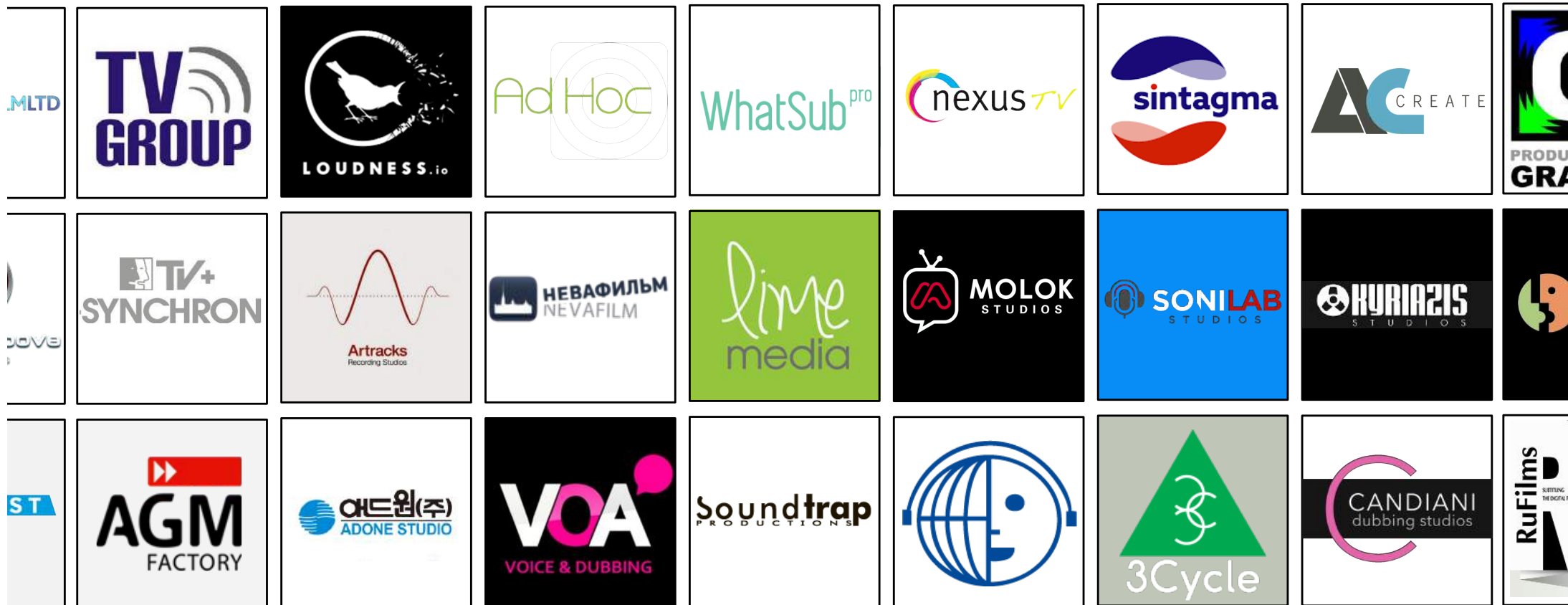


Strategy: Scale

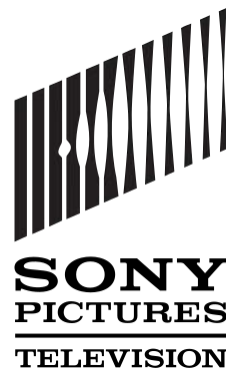
- 6,000+ freelancers



Strategy: Collaboration



Strategy: Partnership



Purpose Built for a Changing Market

- Scalability
- Speed
- Efficiency
- Security
- Transparency

Revenue Quality

- Approved vendor status
- Repeatable business
- Long-term framework agreements
- Operationally geared
- Scalable with low capital

Latest Trading Figures

	6 months to 30 Sep 2018 \$000	6 months to 30 Sep 2017 \$000	Year ended 31 Mar 2018 \$000
Revenue	14,895	12,726	28,551
Cost of sales	(9,949)	(7,919)	(18,486)
Gross Profit	4,946	4,807	10,065
Other operating income	47	-	-
Operating expenses	(5,292)	(4,394)	(9,426)
Operating (loss)/profit	(299)	413	639
Analysed as			
EBITDA before share-based payments	491	1,339	2,396
Share based payments	(81)	(191)	(276)
Depreciation	(258)	(222)	(450)
Amortisation and impairment	(451)	(513)	(1,031)
	(299)	413	639
Exchange gain/(loss) on borrowings	332	(184)	(456)
Conversion of convertible loan note	-	(145)	(115)
Fair value movement on embedded derivative	-	-	(4,666)
Finance cost	(192)	(221)	(411)
Total finance cost	140	(550)	(5,648)
Loss before taxation	(159)	(137)	(5,009)
Tax on loss	(66)	222	253
(Loss)/profit and total comprehensive income for the period attributable to equity holders of the parent	(225)	85	(4,756)
Profit per ordinary share			
- basic	(0.30 cents)	0.13 cents	(6.81) cents
- diluted	(0.30 cents)	0.11 cents	(6.81) cents

Year End Trading Update

- In-line revenues expected \$29.0m
- Worked on dubbing projects with eight major studios
- On-going investment to support future growth
- Cash generative in H2
- Year-end cash balance of \$1.8m

Management



Roger Jeynes
Chairman

Since 2010

Long executive career in technology and corporate finance in Europe and USA. Strong experience of governance and public markets.



Mickey Kalifa
Non-Executive
Director

Since 2017

Chartered accountant and finance professional with nearly 30 years' experience in technology, media and gaming sectors. Finance Director of M&C Saatchi plc. Formerly CFO Sportech plc.



Stuart Green
Chief Executive
Officer

Co-founder;
CEO since
2006

Almost 30 years experience in the software industry. PhD in Computer Science. Co-founded and sold three software companies. 18 years AIM board director.



Phill Blundell
Chief Financial
Officer

CFO since July
2018

Chartered Accountant with 20+ years in software industry including CFO roles with DotDigital Group plc, Eagle Eye Solutions Group plc and Intelligent Environments plc.



Gordon Doran
Chief Commercial
Officer

Joined 2005;
board director
since 2009

Career in commercial roles with technology businesses in UK and USA. Almost 30 years experience leading sales and marketing teams. Based on West Coast USA.

Investment Summary

- **Strategy** – technology-first approach to media localisation
- **Scalability** – cloud-based, agile, scales through partners and freelancers
- **Growth** – large expanding international market still in its infancy
- **Culture** – steeped in the industry with long track record
- **Outlook** – opportunity for superior growth



zoo

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