



Introducing ZOO Digital Group plc

Stuart Green CEO

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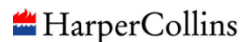




Workflow solutions for the creative media industries



warner | music | group





ZOO Digital Group plc

- Quoted on AIM
- Revenues of c£7m in the year to March 2012
- Operating profitably
- Headquartered in UK with facility in USA





Strategy

- Identify workflow inefficiencies in the creative media industries
- Design workflow management solutions
- License Cloud-based Software-as-a-Service
- Recurring and scalable revenue streams





Case Study - Major Hollywood Studio

- Workflow management for multiple groups
- Translations managed online for 60+ languages
- Labour time reduced by approximately 90%
- Annual savings of multiple millions of dollars



The Market and Growth

- Focused on the creative media industries
- Working with partners to expand business
- Growing business by:
 - Licensing into new markets
 - New installations with existing clients
 - New product introductions





Filmed Entertainment

- Digital delivery of products is growing – used to automate creation of digital and physical products
- Blu-ray market is growing – products used to adapt titles for sale worldwide





Publishing

- Providing systems and services to leading international publishers
- Workflow management assists production
- Automation software for conversion of eBooks for iPad, Kindle, Nook
- Interactive eBook production





Subtitling

- The European market for subtitling/dubbing is estimated to be around EUR 0.5B annually[†]
- ZOOsubs is a new Cloud-based SaaS subtitling platform
- Generates files for all popular formats including digital
- In use by studio customers and digital platform providers




[†] The size of the language industry in the EU,
European Commission Directorate-General for Translation, 2009

October 12

Campaigns Advertisers Properties Results

Campaign: Nestle multi-platform



Owner:
Julia Rhodes

Advertiser:
[Nestle Nesquik](#)

Demographic:
Tween

Start Date:
09/13/2012

Campaign URL:
[\(disney.com\)](#) minisite - to be agreed)

Special Considerations:
Character Appearance,
Food Product,
Sweepstakes

End Date:
10/31/2012

Product:
[Chocolate 10.9oz.](#)
[Chocolate 21.8 oz](#)

Platform(s):
TV,
Radio,
Online

Workflow Management

- Cloud-based collaboration tools used by creative media organisations
- Support for complex workflows involving preparation of creative media
- Systems tailored to unique requirements of each licensee
- Customers involved in TV, theatrical, home entertainment, publishing, marketing, ...





Competitive Landscape

- We compete with established providers of *media production services*
- Clearly differentiated by our unique proposition, combining innovative software with premium production services





Outlook

- New product introductions provide growth opportunities
- Embedding deeper within clients' operations
- Taking workflow management toolset to wider audience directly and via partnerships
- Diversifying revenue streams and customer base





Investment Summary

- *Excellent customer relationships* – significant growth potential
- *Clearly differentiated proposition* – based on innovative software
- *Addressing customer needs* – improve efficiencies
- *High barriers to entry* – sophisticated patent-protected software
- *Highly scalable* – add customers without adding to cost base





Thank you

www.zoodigital.com