



ZOO Digital Group plc
AGM Presentation – September 2013

Stuart Green, CEO

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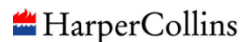




Workflow solutions for the creative media industries



warner | music | group





Market Context

- Workflow systems for creative production
- Multiple market segments:
 - Filmed entertainment
 - Broadcast
 - Publishing
 - Marketing





Business Profile

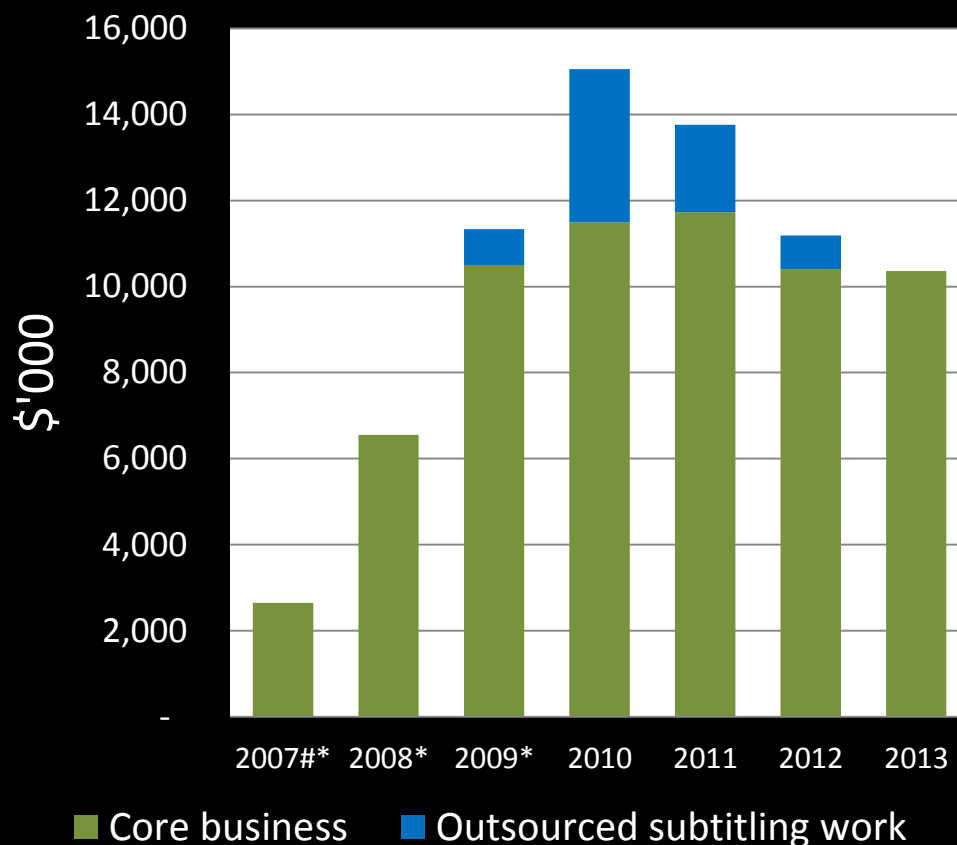
- Software-as-a-Service
- Growth in recurring revenue
- Enterprise clients – software & production services
- New product and service expansion



Financial Results to March 2013

- Revenues of \$10.4m (2012: \$11.2m)
- Adjusted EBITDA[†] of \$0.7m (2012: \$0.5m)
- Adjusted operating loss[†] of \$0.9m (2012: loss of \$0.7m) after amortisation and impairment of \$1.4m (2012: \$0.9m)
- Year-end cash balance \$1.0m (2012: \$1.2m)

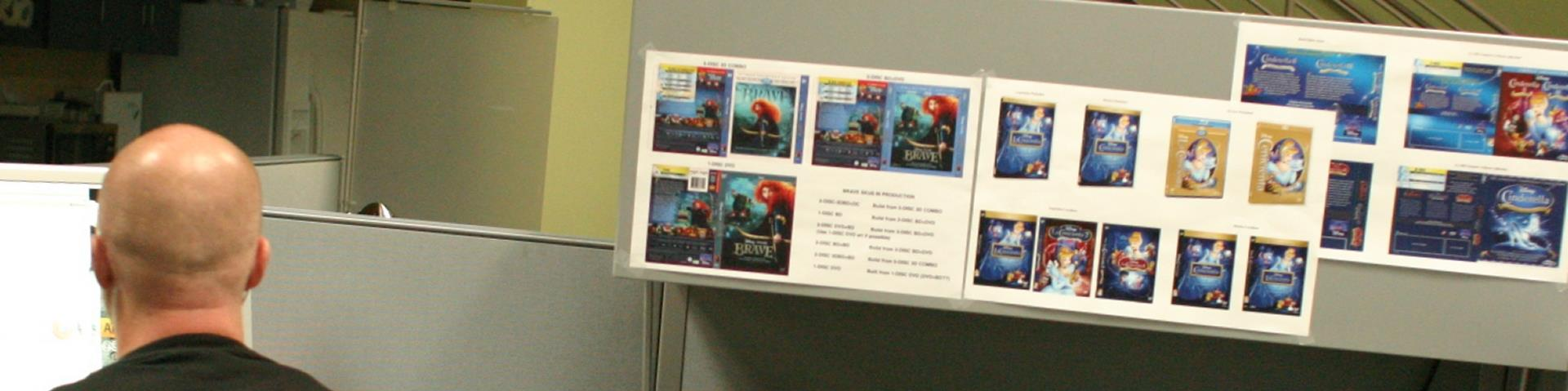
Turnover



[†] Adjusted EBITDA and operating loss are stated before share based payments of \$0.1m (2012: \$0.3m).

^{*} Originally stated in UK£; translated into US\$ at the average rate prevailing through the relevant year

[#] Continuing business

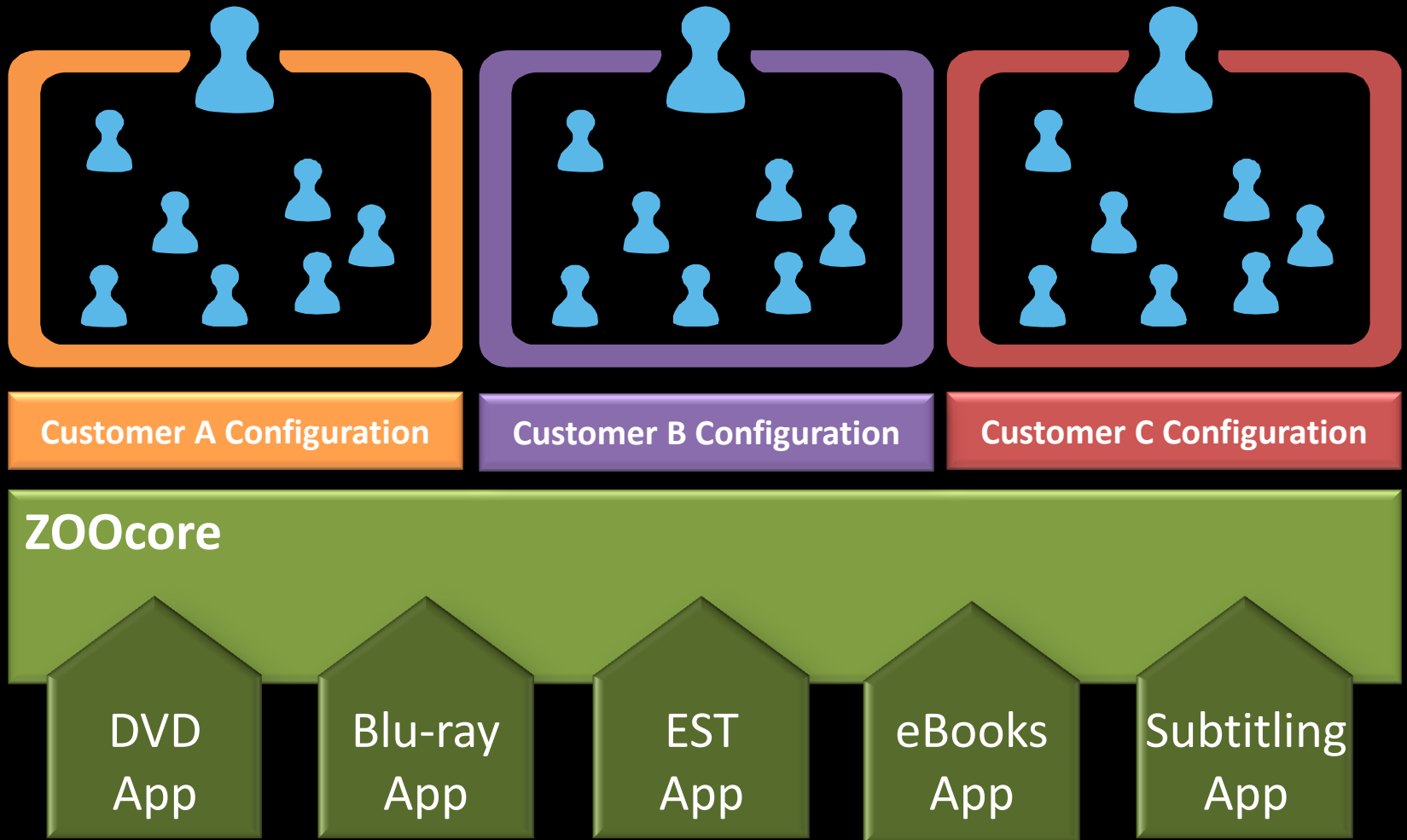


ZOOcore

- New generation workflow management
- Configurable for bespoke deployments
- Business won across multiple segments:
 - Marketing campaigns
 - Advertising sales
 - Creative design
 - Production management



ZOOcore



Subtitling

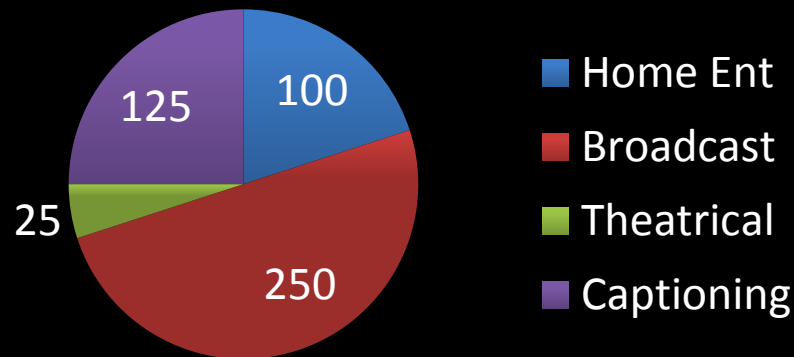
- To license film and TV content internationally it must be *localised* by:
 - Dubbing, or
 - Subtitling
- Cost of dubbing is around 10x cost of subtitling
- Around 72% of feature films are subtitled[†]



Subtitling Market Size

- European turnover for subtitling and dubbing €372m to €465m[†]
- US turnover est. \$500m for entertainment^{*}
- Also a sizeable corporate market segment

\$500 Million Market^{*}



[†] Media Consulting Group Study on Subtitling, 2007

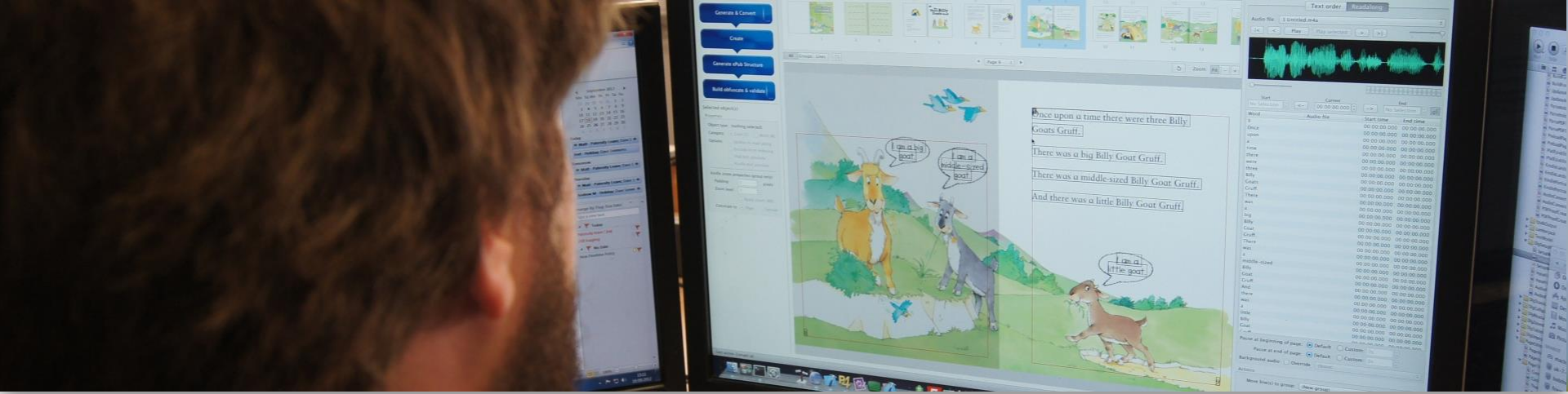
^{*} ZOO estimates



Products and Services

- ZOO's proposition is clearly differentiated
- Significant benefits of proprietary technology:
 - ZOOsubs – for centralised production
 - ZOOcore – for workflow management
- Subtitling services with strong USPs





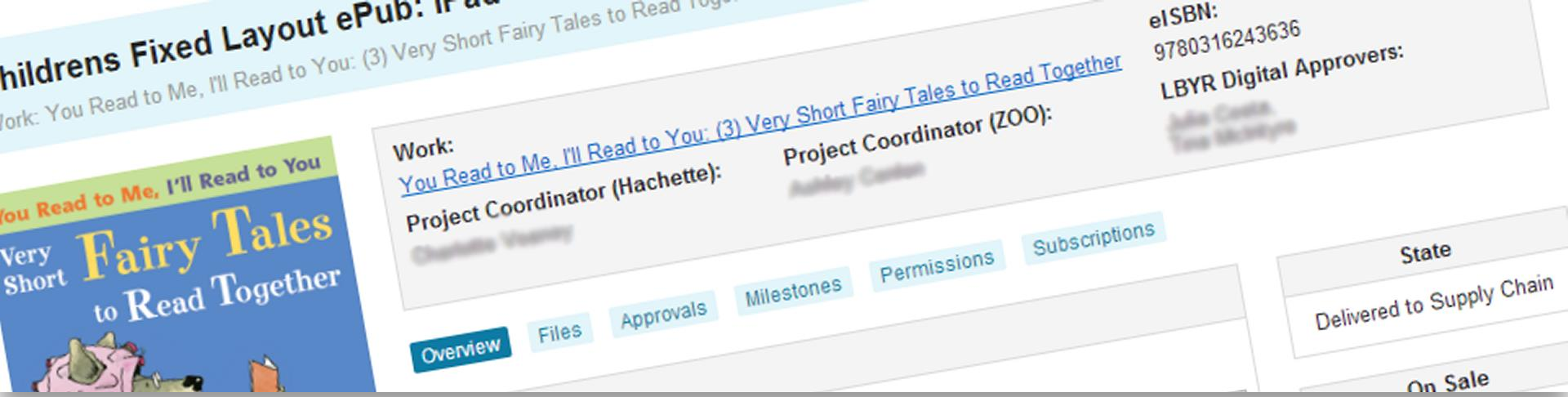
Summary

- Market leading proposition
- Premier clients secured
- Diversifying client and revenue mix
- Significant client growth anticipated



Thank you

www.zoodigital.com



Appendix

The Board



Roger Jeynes, *Chairman* – Roger has over 20 years experience in the technology sector, encompassing senior sales, marketing and general management roles in the UK, Italy and the USA with IBM, Pyramid Technology Inc., and EMC Corporation. His most recent executive position was Chief Operating Officer at AIM-listed technology merchant bank Interregnum Plc.



Dr. Stuart Green, *CEO* – Previously CTO of ZOO Digital Group, CEO of Kazoo3D plc, Technical Director of LightWork Design Limited. Stuart has over 20 years experience in team building and executive management in the software industry. He has more than 20 patents granted in the fields of image processing and digital media production.



Helen Gilder, *Group Finance Director* – Joined ZOO as Group Financial Controller in 2000 and became Group Finance Director in 2006. Previously Helen was Finance Director within a highly acquisitive listed technical group of companies. Qualified ACA in 1991.



Gordon Doran, *Commercial Director* – Held senior positions in sales and marketing roles for a variety of UK and US companies in the software industry since the early 1990s. Most recently COO for Mediostream Inc. – a consumer DVD software developer; joined ZOO in 2005 to establish a North American division where he now operates in the role of President.



James Livingston, *Non Executive Director* – Investment Director at Foresight Group, a leading UK asset manager. Current serves as NED at six other UK SME companies in tech and healthcare. Prior to Foresight James was a strategy consultant at Deloitte.



Major Shareholders

Shareholder	% of capital
Foresight Group	20.1%
Herald Investment Trust	19.4%
Stuart Green (CEO)	14.9%
JM Finn & Co	6.6%
Multi Packaging Solutions	6.6%
South Yorkshire Investment Fund	5.6%
Investec Wealth & Investment Limited	4.0%
Others	22.8%

Loan Note Holders

Loan Note Holder	% of loan note
Herald Investment Trust	31.9%
Foresight	26.3%
JM Finn & Co	15.7%
South Yorkshire Investment Fund	12.7%
Stuart Green (CEO)	9.7%
Others	3.7%