



AGM Presentation September 2014

Stuart Green, CEO
ZOO Digital Group plc

Disclaimer

This document has been prepared by ZOO Digital Group plc (the “Company”) solely for presentation purposes. It should not be reproduced, redistributed or passed to any other person. This document is being solely issued to and directed at (i) persons having professional experience in matters relating to investments and who are investment professionals as specified in Article 19(5) of the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (the “Financial Promotions Order”) or (ii) persons who are high net worth corporate bodies, unincorporated associations, partnerships or high value trusts as specified in Article 49(2) of the Financial Promotions Order, or any director, officer, employee of any such corporate body, unincorporated association, partnership or trust or (iii) shareholders of the Company within Article 43 of the Financial Promotions Order (“Exempt Persons”).

This document is exempt from the general restriction on the communication of invitations or inducements to enter into investment activity on the basis that they are only being made to Exempt Persons and have therefore not been approved by an authorised person as would otherwise be required by section 21 of the Financial Services and Markets Act 2000 (“FSMA”). Any investment to which this document relates is available to (and any investment activity to which it relates will be engaged with) only those Exempt Persons described in the above paragraph. Persons who are not Exempt Persons should not rely on this document nor take any action upon this document, but should return it immediately to finnCap Limited, 60 New Broad Street, London, EC2M 1JJ. In consideration of receipt of this document each recipient warrants and represents that he or it is an Exempt Person.

This document does not constitute or form any part of any offer or invitation to sell or issue or purchase or subscribe for any shares in the Company nor shall they or any part of them, or the fact of their distribution, form the basis of, or be relied on in connection with, any contract with the Company relating to any securities. Any decision regarding any proposed purchase of shares in the Company must be made solely on the basis of the information issued by the Company at the relevant time. Past performance cannot be relied upon as a guide to future performance. This document is being provided to recipients on the basis that they keep confidential any information contained within them or otherwise made available, whether orally or in writing in connection with the Company or otherwise. This document is not intended to be distributed or passed on, directly or indirectly, or to any other class of persons. They are being supplied to you solely for your information and may not be reproduced, forwarded to any other person or published, in whole or in part, for any other purpose. In particular they, directly or indirectly, must not be distributed to persons in the United States of America, its territories or possessions or Australia or Canada or Japan or the Republic of Ireland or South Africa. Any such distribution could result in a violation of United States, Canadian or Japanese law.

This document does not constitute or form part of a prospectus prepared in accordance with the Prospectus Rules (being the rules produced and implemented by the Financial Conduct Authority (“FCA”) by virtue of the Prospectus Rules Instrument 2005) and have not been approved as a prospectus by the FCA (as the competent authority in the UK). This document does not contain any offer of transferable securities to the public as such expression is defined in section 102(b) FSMA or otherwise and does not constitute or form part of any offer or invitation to subscribe for, underwrite or purchase securities nor shall this document, or any part of it, form the basis of, or be relied upon in connection with, any contract with the Company relating to any securities.

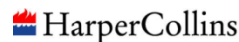
Certain information contained in this document consists of forward-looking statements reflecting the current view of the Company with respect to future events and are subject to certain risks, uncertainties and assumptions. Many factors could cause the actual results, performance or achievements of the Company to be materially different from any future results, performance, or achievements that may be expressed or implied by such forward-looking statements, including industry trends, and changes in business strategy and various other factors. Should one or more of these risks or uncertainties materialize, or should underlying assumptions prove incorrect, actual results may vary materially from those described in such forward-looking statements.

Recipients of this document are cautioned not to place any reliance on these forward-looking statements. The Company undertakes no obligation to republish revised forward-looking statements to reflect changed events or circumstances.



About ZOO

Providing cloud-based media production services
and software to global creative organisations



Financial Results

- Revenues of \$9.6m (2013: \$10.4m)
- Adjusted EBITDA[†] of \$0.4m loss (2013: \$0.7m profit)
- Adjusted operating loss[†] of \$2.1m (2013: \$0.9m)
- Year end cash balance \$0.1m (2013: \$1.0m)

[†] Adjusted EBITDA and operating loss are stated before share based payments of \$0.03m (2013: \$0.1m).

A Year of Transition

- Initially affected adversely by dramatic changes in the packaged media market
- Accelerated investment in subtitling services and platforms
- Secured line of credit to support working capital
- Significant new clients, diversified customer base and reduced dependence on packaged media
- Addressing wider markets for digital content delivery and less dependent on packaged media
- Revenue growth in H2 has continued into the new year

Operational Highlights

- Launch of the ZOOsubs subtitling and captioning services delivered using proprietary cloud-based systems
- Products and services more focused and differentiated
- Serving a diversified client base – largest client reduced from 87% to 68% in the year, a trend which has continued
- Now serving five of the six major Hollywood studios either directly or indirectly through intermediaries, plus second tier film and TV producers
- Monthly billings increased in the second half, a trend which has continued into the new year
- Agreed an extension of the term of £1.77m convertible loan notes by four years to October 2017

Business Profile

- Provider of cloud-based media production services and software
- Serving global creative organisations
- Entertainment industry focused

Services

- Localisation of audio-visual content
 - Subtitling
 - Captioning
 - Dubbing
- Creative workflow systems and digital distribution solutions in the cloud
 - Collaboration
 - Centralised asset storage
 - Order placement
 - Review and approval



Cloud-based Platforms

ZOOsubs

enabling highly efficient
subtitling and captioning
services

ZOOcore

powering creative media
collaborative production
processes

ZOOdubs

sourcing premium multi-
lingual dubbing services

ZOOpost

delivering media post-
production services
globally

Outlook

- Delivering robust growth in sales of subtitling into the new financial year
- Now in strong position to provide increasing volumes of localisation services across multiple platforms
- Reduced dependence on packaged media reduces exposure to market changes
- We expect further growth through new client additions and increase in orders from existing clients

Summary

- Successfully launched new localisation services
- Differentiated through cloud technology
- Delivering significant client benefits
- Greater client and market diversification
- Reduced dependence on packaged media
- Strong growth in subtitling services



Thank you