



ZOO DIGITAL GROUP PLC AGM 2021

20 September 2021

ORDINARY RESOLUTION 1

To receive the Company's annual accounts and strategic, directors' and auditors' reports for the year ended 31 March 2021.

For:	47,645,220
Against:	0
Withheld:	221,740
Total:	47,866,960

ORDINARY RESOLUTION 2

To approve the directors' remuneration report for the year ended 31 March 2021.

For:	36,699,330
Against:	10,962,963
Withheld:	204,667
Total:	47,866,960

ORDINARY RESOLUTION 3

To reappoint Phillip Blundell as a director of the Company, having retired by rotation in accordance with the articles of association of the Company.

For:	40,519,436
Against:	7,141,018
Withheld:	206,506
Total:	47,866,960

ORDINARY RESOLUTION 4

To reappoint Gillian Wilmot as a director of the Company, having retired by rotation in accordance with the articles of association of the Company.

For:	33,119,548
Against:	7,134,555
Withheld:	7,612,857
Total:	47,866,960

ORDINARY RESOLUTION 5

To reappoint Grant Thornton UK LLP
as auditors of the Company.

For:	43,817,835
Against:	3,842,820
Withheld:	206,305
Total:	47,866,960

ORDINARY RESOLUTION 6

To authorise the directors to fix the remuneration of the auditors.

For:	47,656,292
Against:	6,001
Withheld:	204,667
Total:	47,866,960

ORDINARY RESOLUTION 7

To authorise the directors to allot shares up to an aggregate nominal amount of £274,306.66.

For:	47,659,668
Against:	125
Withheld:	207,167
Total:	47,866,960

ORDINARY RESOLUTION 8

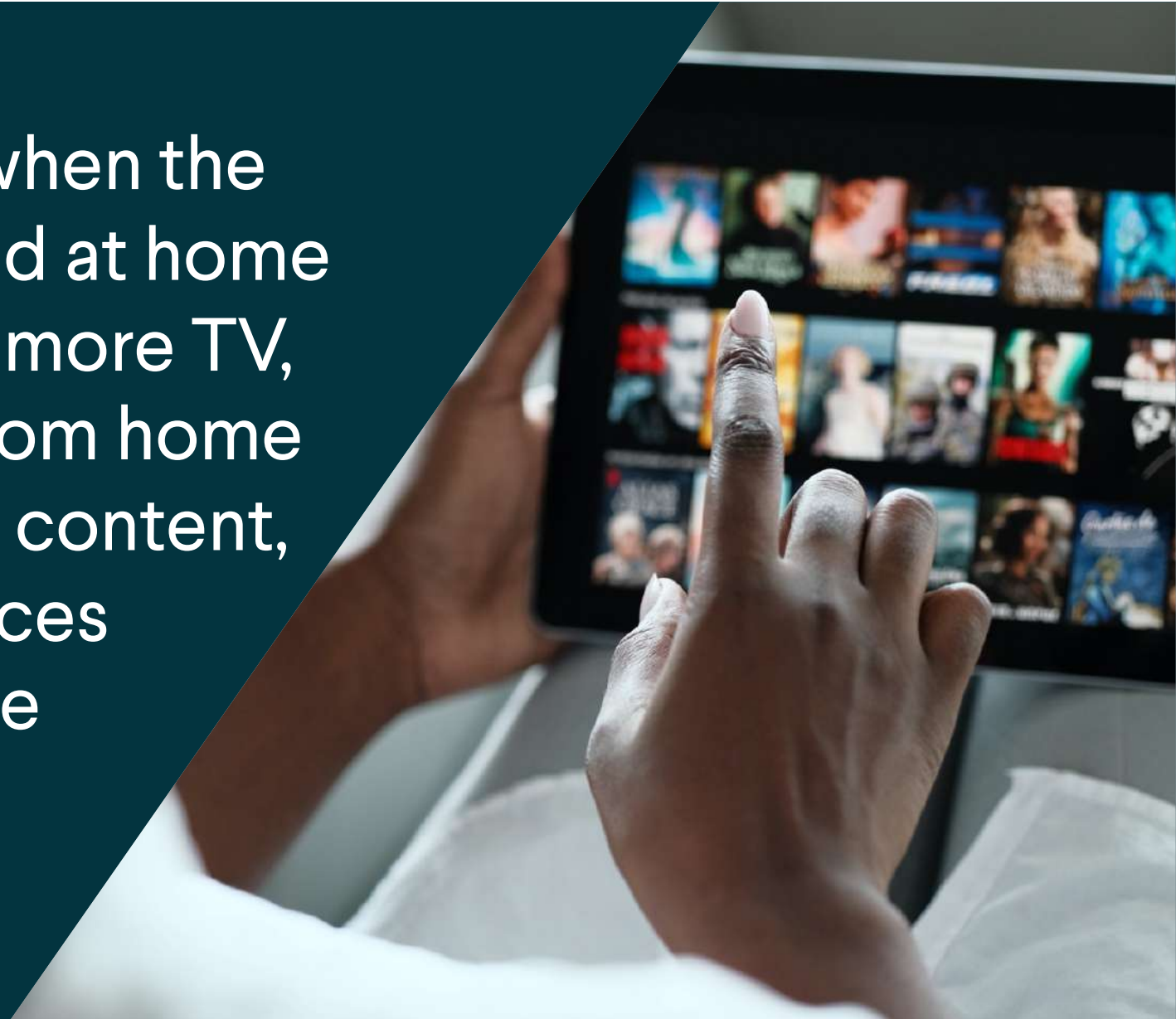
To empower the directors to allot shares for cash without first offering them to existing shareholders on a pro rata basis.

For:	43,811,478
Against:	3,838,114
Withheld:	217,368
Total:	47,866,960

MANAGEMENT PRESENTATION



In a year when the world stayed at home and watched more TV, ZOO worked from home to deliver more content, to more audiences than ever before





ZOO AT A GLANCE

ZOO Digital is a leading provider of cloud-based localisation and media services to the global entertainment industry

Our services, solutions and technologies support major Hollywood studios and streaming services to globalise their new and catalogue content for audiences around the world – in all languages and for all streaming platforms

309 global team

24-hour coverage
from LA, London & Dubai



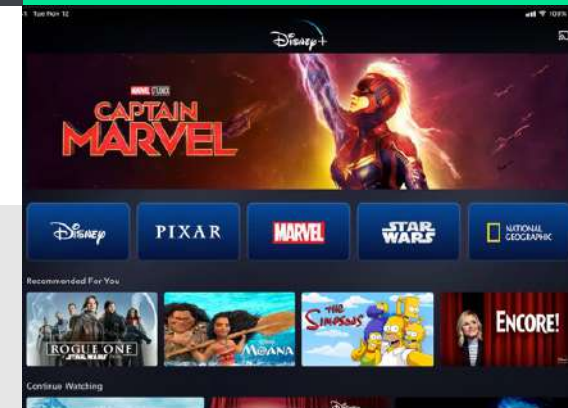
83 languages

39 in-house R&D specialists



Distributed workforce
in **59** countries

9,207
freelance language
specialists & voice talents





INVESTMENT SUMMARY

Strategically aligned with the world's biggest content creators and streaming services, ZOO addresses their current needs and anticipates future challenges better than anyone else in the sector. This customer-focused approach to services, solutions and technologies will continue to deliver sustainable, profitable revenue growth.

Large, growing global market
\$1.3 billion est. addressable

Significant year-on-year growth
33% in FY21

AGM 2021
Continued R&D investment
\$1.6 million in FY21

Market-leading position
Top 35 leader in global LSP index

Fully supported remote solutions
100% remote during lockdowns

Distributed global supply chain
Network of 9,000+ translators, actors, directors

International partner network
232 studios and vendors

Engaged, growing global workforce
35% growth in FY21, 81% engagement index

Well funded for growth
£7.4 million (\$10.3 million) placing

GROWTH – FIVE STRATEGIC PILLARS

INNOVATION	Create value-adding software technology
SCALABILITY	Operate a freelance network
COLLABORATION	Work with like-minded, world-class experts in media localisation, education and research
CUSTOMER	Secure preferred partner status with leading buyers
TALENT	Engage with experienced and effective professionals

A background image showing a person with a beard and glasses wearing large headphones, working at a computer in a modern office setting. The person is in the foreground, looking at a monitor. In the background, another person is visible working at a desk. The office has a warm, dimly lit atmosphere with a desk lamp and a coffee cup on the desk.

INNOVATION

Create value-adding software technology

In FY21:

zoostudio – enhanced through wide range of new features

zoodubs – better support for hybrid projects

zoomedia – new platform to centralise secure streaming delivery of content

zoosign – new platform for electronic processing of legal documentation

SCALABILITY

Operate a freelance network

In FY21:

- Talent pool grown to 9,207 individuals
- Focus on greater number of languages
- Growing dubbing capacity ahead of greater demand



COLLABORATION

Work with like-minded, world-class experts in localisation, education and research

In FY21:

- Expanded the number of partner studios and vendors
- Strengthened research collaboration with University of Sheffield groups in:
 - Speech and hearing technologies
 - Natural Language Processing
 - Linguistics
- Launched ZOO Academy

300+ global team

24-hour coverage
from LA, London & Dubai



Over 230 partner studios & vendors

Education Partners



L-Università ta' Malta



Universitat d'Alacant
Universidad de Alicante



The University of Sheffield.



University of Essex



zoosubs and zoodubs

Used in teaching of media localisation

Research Partner



The University of Sheffield.



CUSTOMER

Secure preferred partner status with leading buyers

FY21:

- Currently, preferred vendor for six major media companies
- ZOOstudio used by a major streaming service
- Selected as vendor for a leading AVOD service
- Engaged by multiple licensors under the Netflix Preferred Fulfillment Partner programme
- Selected as vendor for a new video-based service



TALENT

Engage with experienced and effective professionals

Significant appointments:

- Teresa Alonso, Territory Manager for Spain and Portugal
- Dave Concors, Global Head of Sound
- Mariusz Jaworowski, Creative Director for CEE
- Andreas Kaj, Territory Manager for Nordics
- Abeer Shabo, Territory Manager for Middle East
- Ewa Zawadzka, Head of Dubbing for EMEA



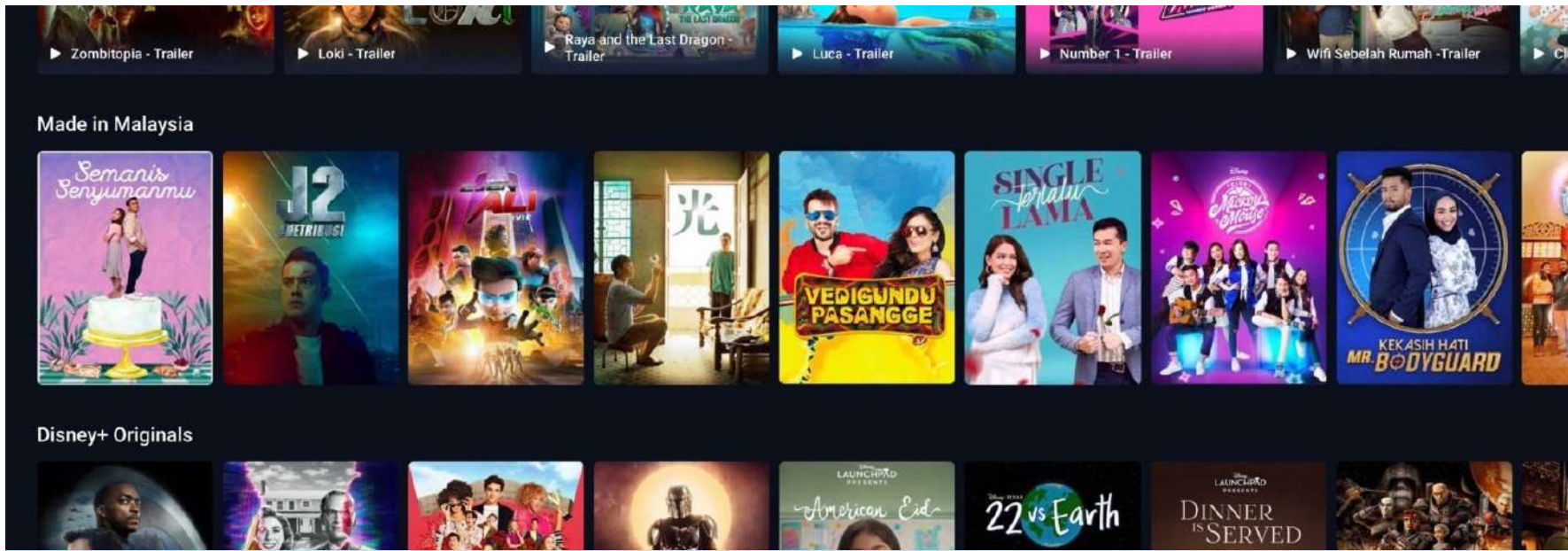
END-TO-END MODEL AND MEDIA SERVICES

E2E SERVICES

Services we currently provide to globalise customer content:

- Dubbing
- Subtitling & captioning
- Audio description
- ADR
- Scripting
- Metadata localisation
- Artwork localisation
- Mastering
- Media processing
- UHD BD/DVD authoring





POST-TO-PLATFORM SERVICE

Our post-to-platform services make life easier for platforms and their licensed content partners.

We eliminate the challenge and time-drain of managing licensed content partners. Providing the end-to-end services needed to fulfill content packages to streaming platforms in all territories. ZOO has been delivering these services as a Netflix Preferred Fulfilment Partner since 2016.

DUBBING FOR TODAY

We have created a dubbing service to address the challenges of dubbing for today and tomorrow.

Creativity and capacity: We reach a new pool of creativity and capacity. Taking the pressure off existing resource by working with independent dubbing studios and voice actors.

Security and scalability: We can fire up new studios in any territory. All working in ZOOdubs to approved security and quality standards.

Quality: Overseen by territory experts and creative QC resources to ensure the highest quality levels.



DUBBING MODEL

DUBBING HUBS: Dubbing operations controlled by regional hubs in Americas, Europe, Middle East and SE Asia.



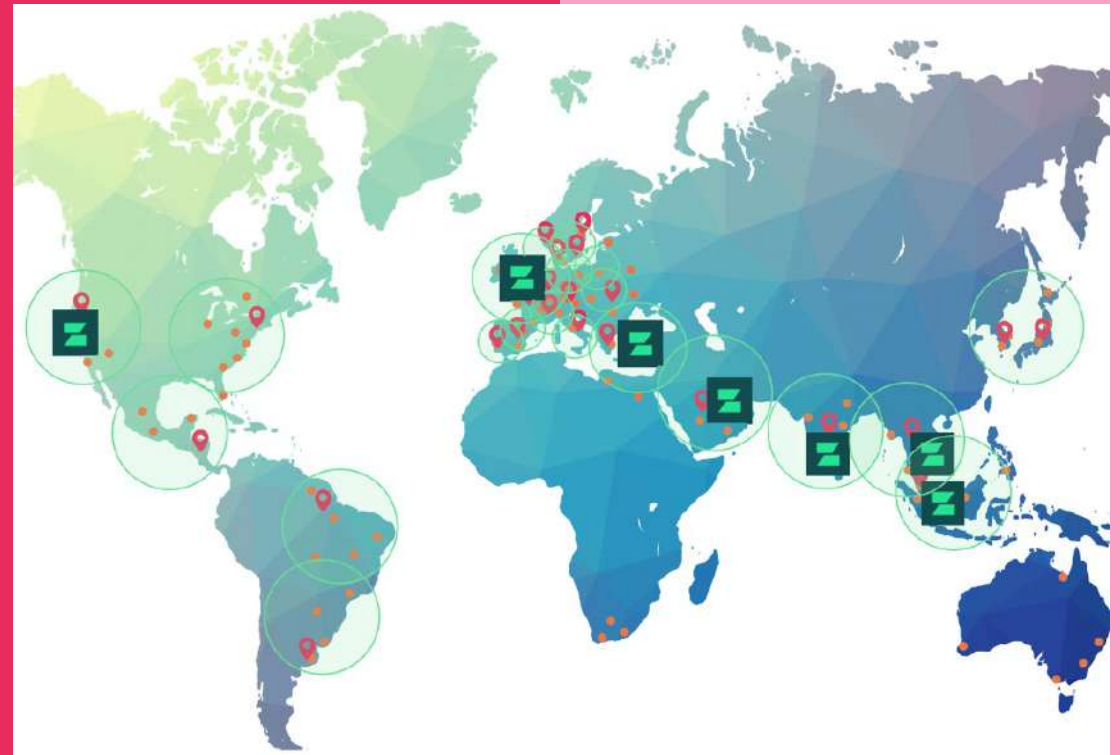
DUBBING MODEL

TERRITORY MANAGERS: Each regional hub works with ZOO dubbing managers in each local territory.



DUBBING MODEL

INDEPENDENT DUBBING STUDIOS:
Dubbing managers distribute work and manage a proven, trusted network of independent dubbing studios. This offers greater capacity and diversity than owned-and-operated studios in each territory.



DUBBING MODEL

GLOBAL NETWORK: Dubbing territory managers and studios work with a global network of translators, adaptors, lyricists, directors and actors, recording in-studio and remotely as required.

Our global dubbing ecosystem working together in ZOOdubs to ensure consistent security, process efficiency and production quality across the world.





THANK YOU



Q & A

THE BOARD



Gillian Wilmot
Chairman

Since July 2019

Extensive board level leadership in private and public environments with industry experience across B2B, technology, advertising and communications. Strengths in value creation, operational insight and corporate governance.



Mickey Kalifa
Non-Executive

Since 2017

Chartered accountant and finance professional with nearly 30 years' experience across technology, media and gaming sectors. Formerly CFO Sportech plc.



Stuart Green
CEO

Co-founder; CEO since 2006

Over 30 years experience of executive management in the software industry. PhD in Computer Science. Co-founded and sold three software companies. 19 years AIM board director.



Phill Blundell
CFO

Since July 2018

Senior finance professional and Chartered Accountant with over 20 years experience in software industry including CFO roles with DotDigital Group plc, Eagle Eye Solutions Group plc and Intelligent Environments plc.



Gordon Doran
CCO

Joined 2005;
Commercial 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..



www.zoodigital.com