

# ZOO DIGITAL GROUP AGM 2022

September 2022



**Gillian Wilmot**  
Chairman



**Nathalie Schwarz**  
Non-Executive



**Mickey Kalifa**  
Non-Executive



**Stuart Green**  
CEO



**Phill Blundell**  
CFO



**Gordon Doran**  
CCO

# ORDINARY RESOLUTION 1

AGM 2022

To receive the Company's annual accounts and strategic, directors' and auditors' reports for the year ended 31 March 2022.

<b>For:</b>	<b>55,680,153</b>
<b>Against:</b>	<b>0</b>
<b>Withheld:</b>	<b>206,484</b>
<b>Total:</b>	<b>55,886,637</b>

# ORDINARY RESOLUTION 2

AGM 2022

To approve the directors' remuneration report for the year ended 31 March 2022.

<b>For:</b>	<b>41,560,457</b>
<b>Against:</b>	<b>6,236,835</b>
<b>Withheld:</b>	<b>3,419,901</b>
<b>Total:</b>	<b>51,217,193</b>

# ORDINARY RESOLUTION 3

AGM 2022

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

<b>For:</b>	<b>48,552,851</b>
<b>Against:</b>	<b>7,119,802</b>
<b>Withheld:</b>	<b>213,984</b>
<b>Total:</b>	<b>55,886,637</b>

# ORDINARY RESOLUTION 4

AGM 2022

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

<b>For:</b>	<b>55,672,035</b>
<b>Against:</b>	<b>618</b>
<b>Withheld:</b>	<b>213,984</b>
<b>Total:</b>	<b>55,886,637</b>

# ORDINARY RESOLUTION 5

AGM 2022

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

<b>For:</b>	<b>55,671,886</b>
<b>Against:</b>	<b>767</b>
<b>Withheld:</b>	<b>213,984</b>
<b>Total:</b>	<b>55,886,637</b>

# ORDINARY RESOLUTION 6

AGM 2022

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

<b>For:</b>	<b>55,672,653</b>
<b>Against:</b>	<b>0</b>
<b>Withheld:</b>	<b>213,984</b>
<b>Total:</b>	<b>55,886,637</b>



# ORDINARY RESOLUTION 7

AGM 2022

To authorise the directors to allot shares up to an aggregate nominal amount of £294,450.26.

<b>For:</b>	<b>55,672,528</b>
<b>Against:</b>	<b>125</b>
<b>Withheld:</b>	<b>213,984</b>
<b>Total:</b>	<b>55,886,637</b>

# ORDINARY RESOLUTION 8

AGM 2022

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

<b>For:</b>	<b>51,479,872</b>
<b>Against:</b>	<b>4,192,114</b>
<b>Withheld:</b>	<b>214,651</b>
<b>Total:</b>	<b>55,886,637</b>

# MANAGEMENT PRESENTATION

# ABOUT ZOO

Globalising media content made smarter, easier and better.

## WHAT WE DO

ZOO provides the end-to-end localisation and media services required to adapt original TV and movie content for different languages, regions and cultures.

These globalisation services are trusted by the biggest names in entertainment – including Disney, Netflix, Sony, Paramount, Warner Bros Discovery, NBC Universal and Apple – and supported globally by over 500 full-time staff.

## WHO WE ARE

With over 20 years in the entertainment industry, our global team of technology and language specialists spans continents and cultures to do incredible things.

Working with over 9,200 freelancers in 59 countries, all connected as one in ZOO's cloud-based technology, we bring entertainment to life for audiences around the world.



# OUR TECH-ENABLED SERVICES

We provide content globalisation services that are trusted by the biggest names in entertainment and media. Our end-to-end localisation and media services help the world's most watched content reach audiences everywhere, in all languages and on all platforms.



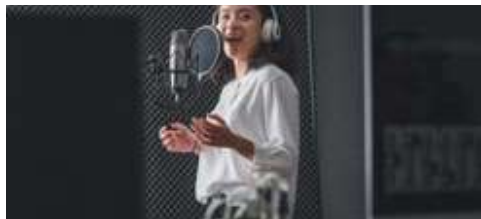
**TV Mastering and Servicing**

[Learn more](#)



**Scripting and Adaptation**

[Learn more](#)



**Dubbing and Voice Over**

[Learn more](#)



**Subtitling and Captioning**

[Learn more](#)



**Artwork Localization**

[Learn more](#)



**Metadata Localization**

[Learn more](#)



**Audio Description**

[Learn more](#)



**Compliance**

[Learn more](#)



**Audio Post-Production**

[Learn more](#)



**Media Services**

[Learn more](#)

For more information, visit [zoodigital.com/services](https://zoodigital.com/services)



# ZOO'S STRATEGY

Five pillars differentiate ZOO in the market and provide competitive advantage



## Innovation

Create value-adding software technology

**ZOO**dubs

**ZOO**studio

## Scalability

Operate an extensive freelance network

10,000 freelancers

## Collaboration

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



## Customer

Secure preferred partner status with leading buyers



## Talent

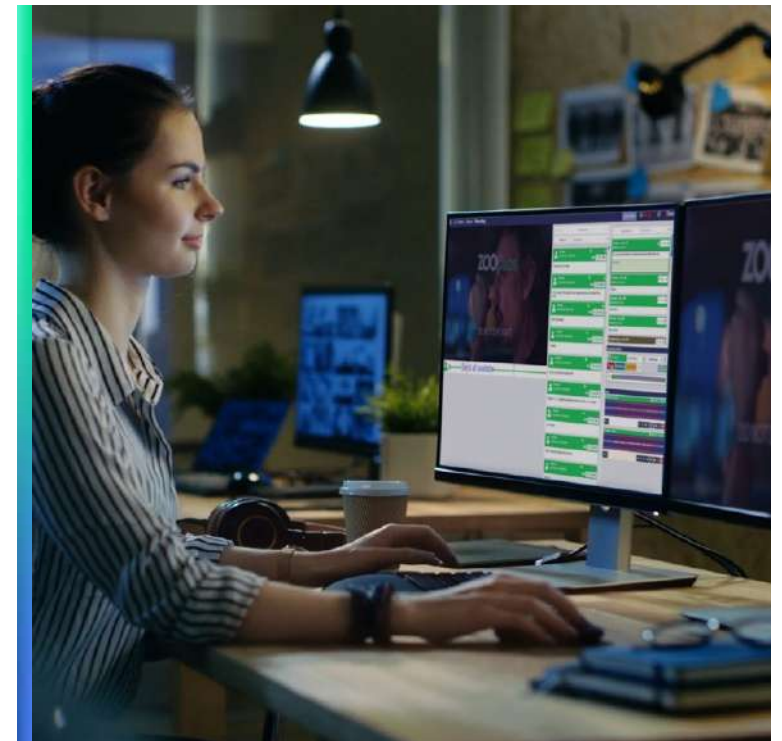
Engage with experienced and effective professionals

# OUR TECHNOLOGY

We innovate and create technology, tools and platforms that help the world's greatest content creators share their stories with audiences everywhere. Faster, smarter and better than ever before.

ZOO is continuing to develop and deploy technology to support major studios and streaming services around the globe.

- ZOOstudio
- ZOOdubs
- ZOOsubs
- ZOOsign
- ZOOcore
- ZOOvault

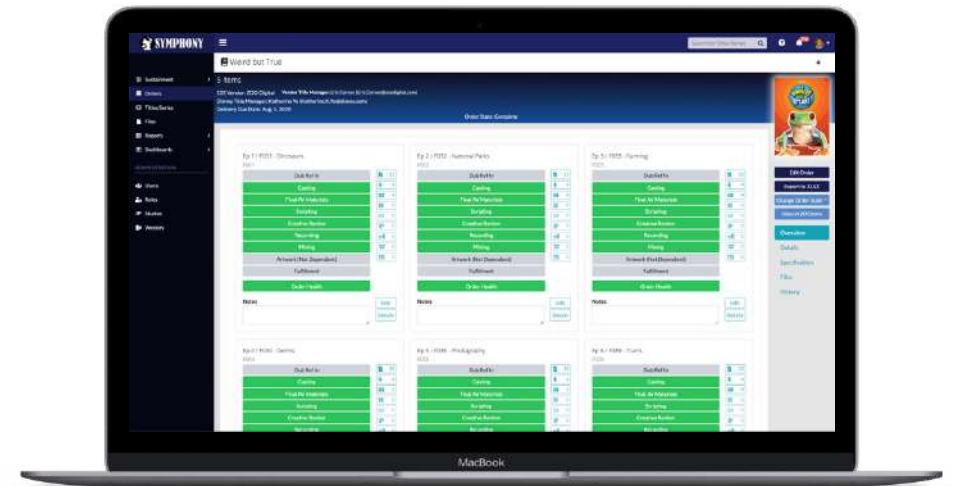


# ZOOSTUDIO



**ZOOstudio manages the localisation process to deliver full project visibility and control.**

Within ZOOstudio, orders are routed to end-to-end vendors, with each vendor able to integrate with the platform to reflect the latest stage of project components. Comprehensive reports allow clients to monitor state changes, while analytics show how each vendor is performing against key performance indicators. Additional functionality covers financial reporting and invoicing, asset review, e-signatures and more.



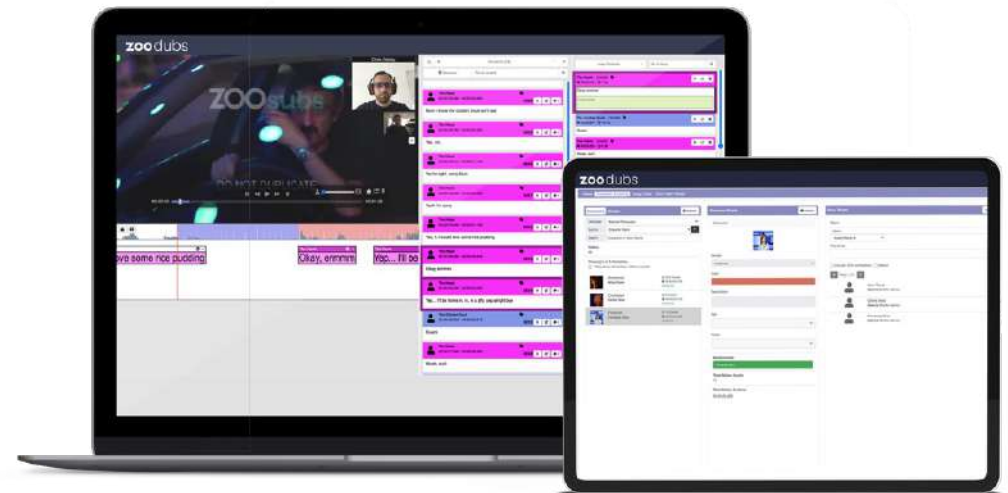


# ZOODUBS



**ZOOdubs makes it easier to create authentic dubbed content – at scale and at pace.**

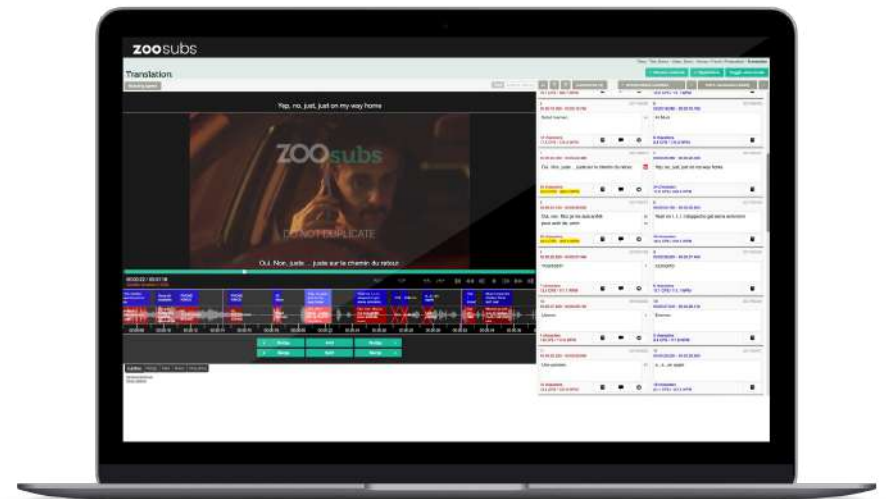
To support the creation of authentic, culturally-representative content, ZOOdubs provides the opportunity for a more diverse group of actors and directors to work securely on projects from all around the world. Real-time, in-platform collaboration ensures dubbing directors and voice actors create perfectly-timed lip-sync and voice over dubbing wherever they are in the world.



# ZOOSUBS

**ZOOsubs helps translators do what they do best, while empowering our teams to deliver perfectly-timed subtitles.**

The cloud-based subtitling workstation has in-built glossaries to ensure consistency, using pre-approved translations for key names and phrases in your content. QC tools ensure subtitles are always compliant and existing subtitles can be converted to a new technical specification in an instant. All of your files remain securely accessible for repurposing with no access fees or unarchiving costs.

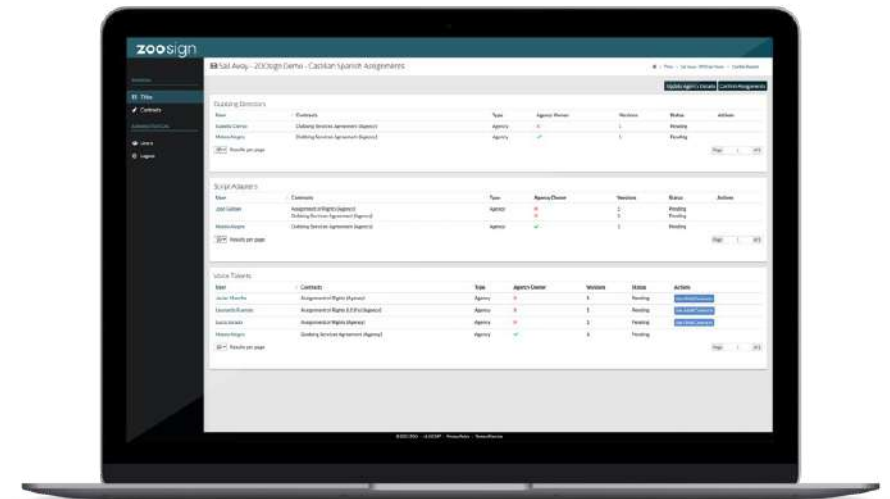


# ZOOSIGN



**Our ZOOsign dubbing contract management platform offers a simple way to take control of Assignment of Rights and talent contracts.**

ZOOsign automatically generates and distributes digital contracts. Talent can review the documents and add their e-signature directly in the secure, cloud-based platform. The system ensures all required contracts are complete before releasing the project for talent invoicing. ZOOsign makes it easier than ever to manage talent contracts across large-scale, multi-language, multi-vendor projects.





# zoocore

**ZOOcore is a highly customisable workflow management system. Integrated tightly with ZOOstudio, an order placed with ZOO automatically creates a ZOOcore project that manages individual workflows for each media component type – giving clients a real-time view of the end-to-end order status.**



# zoovault

**Designed to major studio security requirements, ZOOvault receives assets from any ingest point and makes them immediately available at any ZOO facility around the world.**

# GLOBAL EXPANSION

# OUR ECOSYSTEM

Secure, scalable global servicing capacity thanks to our global ecosystem



**Owned-and-Operated Hubs:**  
Dubbing, localisation and media services operations are controlled by hubs in key locations in the Americas, Europe, Middle East and SE Asia.



**Territory Managers:**  
Each regional hub works with ZOO territory managers based in each key location.

# OUR ECOSYSTEM

Secure, scalable global servicing capacity thanks to our global ecosystem



**Independent Dubbing Studios and Partners:**  
Territory managers distribute work to a proven, trusted network of independent partners. This offers greater capacity and diversity than owned-and-operated studios in each territory.



**Global Network:**  
Territory managers and partners work with a global network of translators, adaptors, lyricists, directors and actors – recording in-studio and remotely as required.



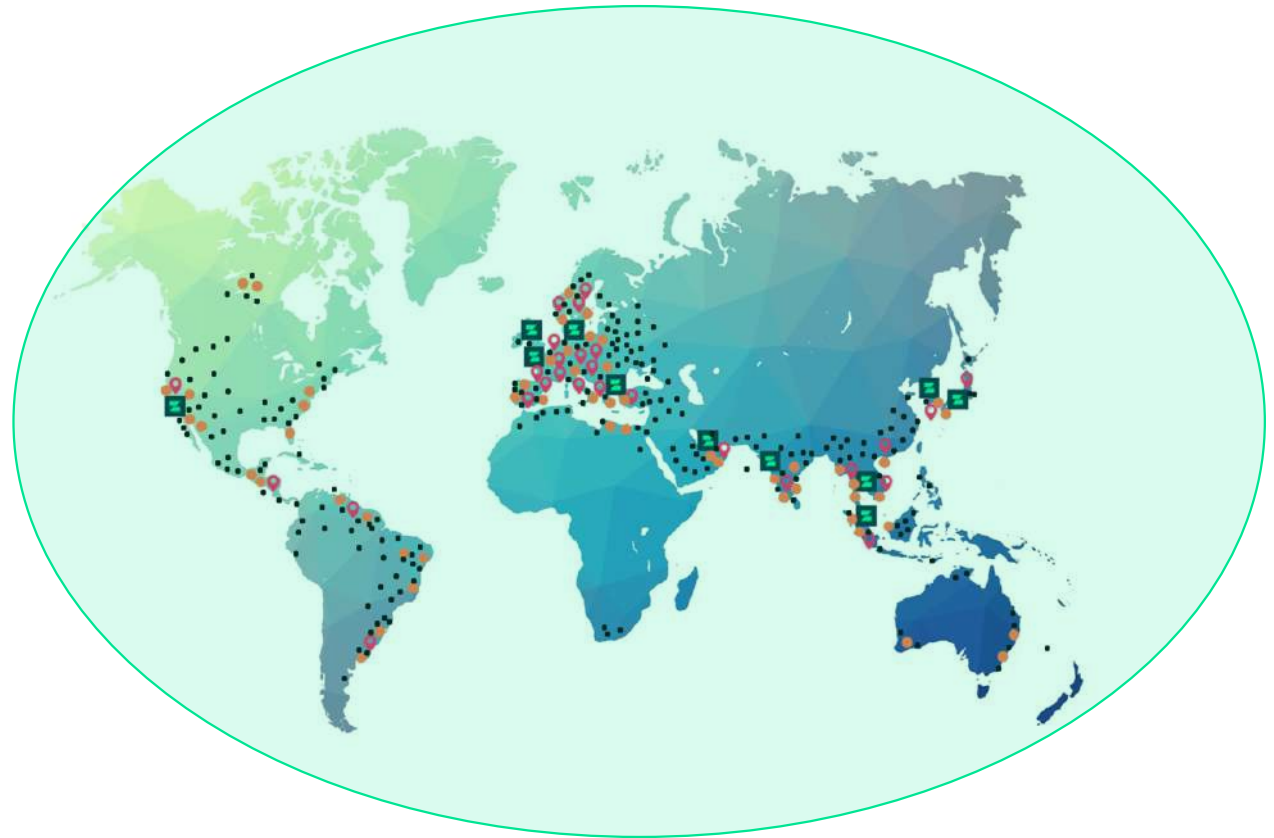
# OUR ECOSYSTEM

Secure, scalable global servicing capacity thanks to our global ecosystem

## ZOO Technology Ecosystem:

All regional hubs, dubbing studios, partners and freelancers work together in the ZOO technology ecosystem. This guarantees consistent security, process efficiency, production quality and rapid scalability across the world.

ZOO technology is pre-approved by major studios' InfoSec so new dubbing, localization or servicing resource can be fired up in any in-demand territory to take pressure off existing resource and develop additional capacity.



# OUR GROWTH STRATEGY

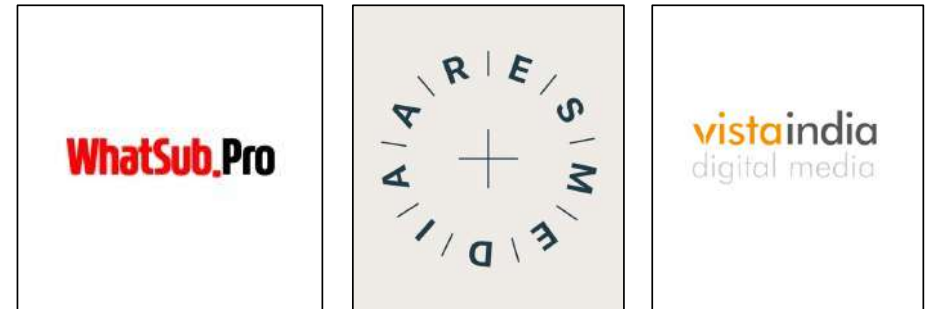
Growing a connected global network through acquisition and strategic partnerships

## ZOO Global Footprint:

In the last 12 months we have enhanced our existing facilities in Los Angeles, London, Dubai and our technology center in Sheffield, UK.

We have also acquired or made strategic investments in leading, highly-reputable partners in key growth markets including India, South Korea and Europe.

Further growth of the global footprint will continue this year with additional strategic investments and acquisitions.



# OUR GROWTH STRATEGY

Growing a connected global network through acquisition and strategic partnerships

## ZOO Turkey:

In 2021, we launched ZOO Turkey following a strategic investment in Istanbul-based dubbing and localisation company, ARES Media.

ZOO Turkey offers clients an enhanced end-to-end service in the MENA region, while also supporting local content creators to take their content to new global audiences.

Founded in 2000, ARES Media has provided services to support the distribution of international TV shows and award-winning feature films for over 20 years and is one of Turkey's leading localisation partners.



# OUR GROWTH STRATEGY

Growing a connected global network through acquisition and strategic partnerships

## ZOO Korea:

In early 2022, we launched ZOO Korea following a strategic investment in long-time partner, WhatSub Pro.

ZOO Korea addresses the growing global demand for Korean content and for distribution of non-Korean titles in the country with high-quality, secure dubbing, subtitling, QC and media services.



# OUR GROWTH STRATEGY

Growing a connected global network through acquisition and strategic partnerships

## ZOO India:

Also this year, we launched ZOO India following the acquisition of Vista India's award-winning media services and localization business and its Mumbai-based dubbing operations.

Vista India specializes in global digital distribution of movies, documentaries and TV shows to Netflix, Amazon, Google Play, Apple TV and other premium platforms.

ZOO India delivers content in Indian languages such as Marathi, Tamil, Telugu, Malayalam, Bengali, Kannada, Punjabi, Oriya, Assamese and Gujarati.



# OUR GROWTH STRATEGY

Growing a connected global network through acquisition and strategic partnerships

## ZOO Denmark:

Opened in 2022, ZOO Denmark is our Nordic hub for globalisation.

From the Copenhagen-based facility, ZOO localizes regional and international content on behalf of major Hollywood studios and streaming services for audiences around the world.



# OUR GROWTH STRATEGY

Growing a connected global network through acquisition and strategic partnerships

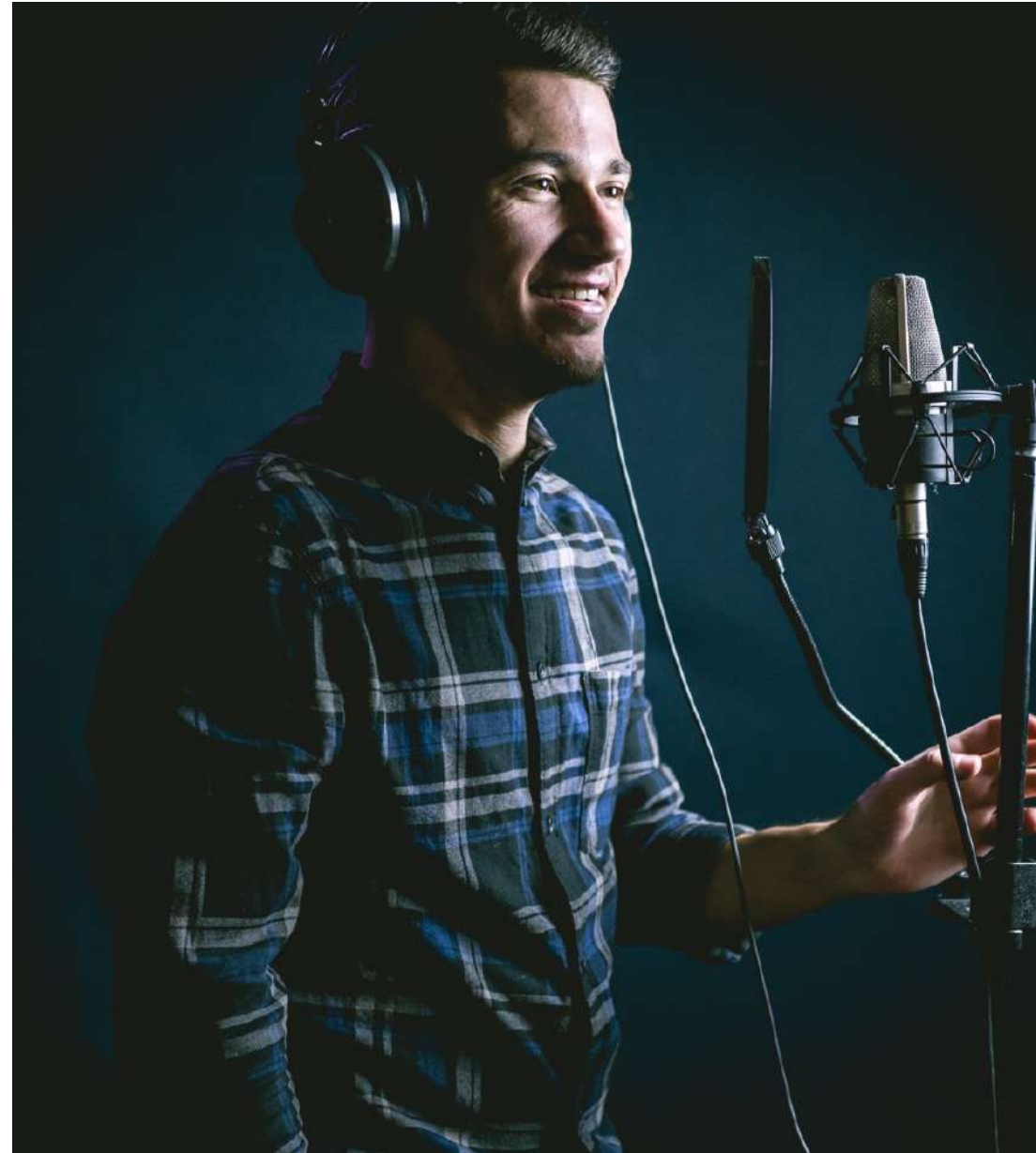
## 2022/23 growth plans:

We will continue to grow our global footprint in the coming year with acquisitions and investments in localisation partners in the following territories:

- Southeast Asia
- Western Europe



**THANK YOU**





# Q & A

# THE BOARD



**Gillian Wilmot**  
Chairman

Since 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. Currently CFO of M&C Saatchi plc. Formerly CFO Sportech plc.



**Nathalie Schwarz**  
Non-Executive

Since January 2022

Brings 20 years of board-level international experience from roles in both publicly listed and privately owned companies, with a career spanning broadcasting, mobile and digital interactive platforms, including Group Commercial and Development Director at Channel 4 Television Corporation.



**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 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.