



ZOO Digital Group plc
Capital Markets Event Sep 2020

End-to-End Software-Enabled Services for Streaming Video on Demand

ZOO Digital Capital Markets Event
24th September 2020



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Stuart Green **CEO, ZOO Digital**

Introduction



ZOO is trusted by the biggest names
in global media and entertainment

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ZOO at a Glance

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ZOO in Numbers

4 facilities

in Los Angeles, London, Dubai
and Sheffield, UK.

**234 Team
ZOO staff**

350 million

subtitles and captions created
and stored in ZOOsubs to date

83 languages

offered as part of ZOO's dubbing
and subtitling services

**32 in-house
R&D specialists**

**7,200
freelance**

translators, actors,
directors and mixers

ZOO's USP: Cloud-based media localisation technology

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ZOOsubs

Subtitling production and management



ZOOdubs

Dubbing production and management

ZOOscripts

Original language script production and management

ZOOcore

Workflow management

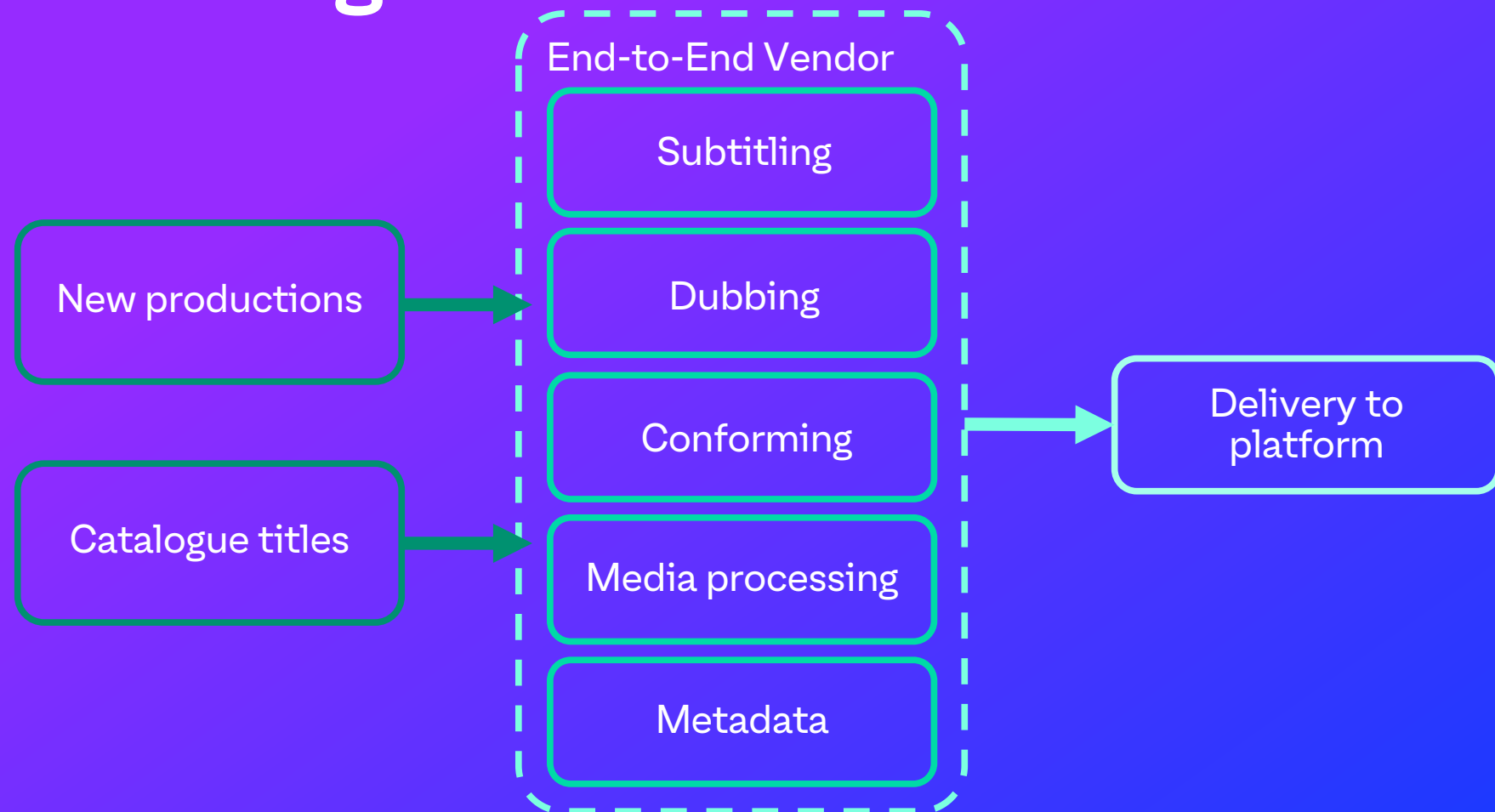


ZOOstudio

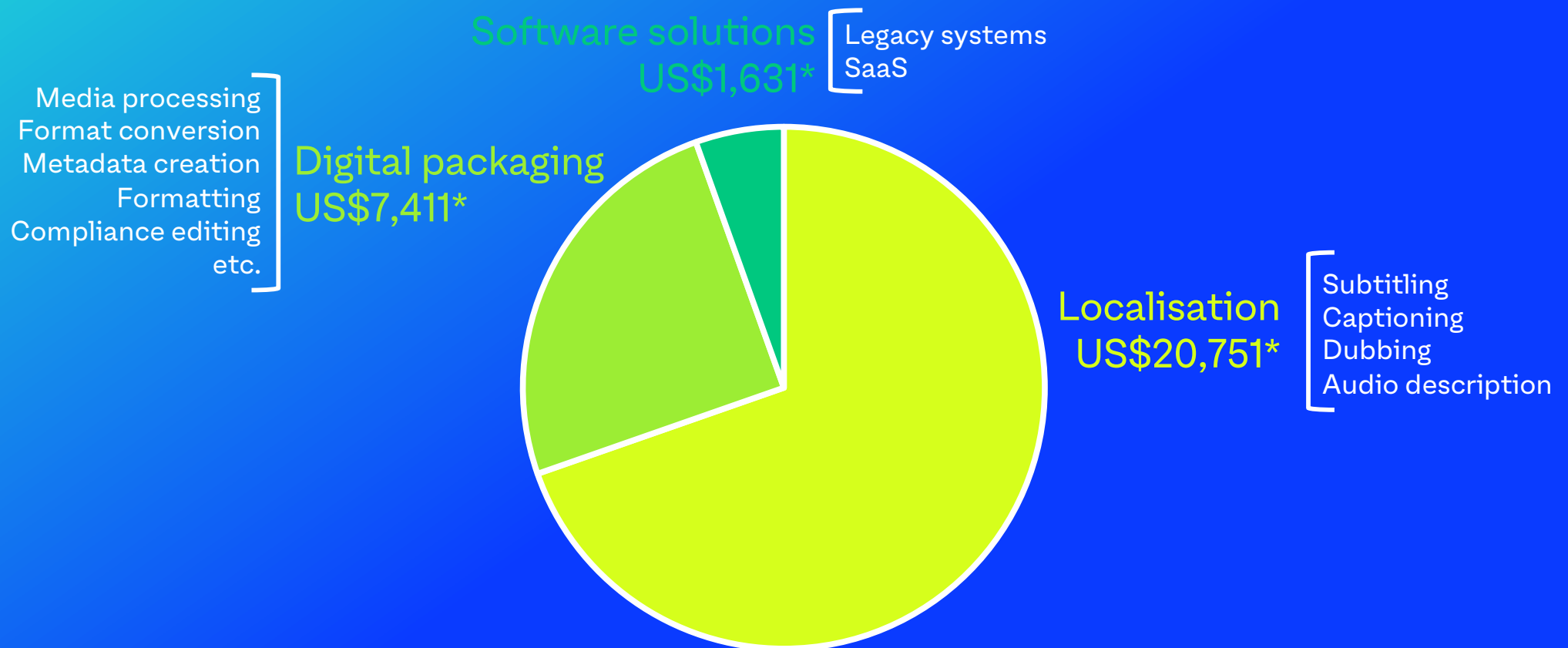
Localisation operations management

***Our mission is to provide services for fast
and cost-effective localisation and
digital distribution of media content
through the power of our world-class
cloud technology***

Fulfilment of content for streaming VOD



Business Segments



* Audited FY 20 results – revenues (\$000s)

Aims of this capital markets event

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Provide greater depth in respect of:

- Growth of Streaming VOD and demand for media localisation and related services
- The End-to-End service model to support global OTT distribution
- Impact of COVID-19 on the industry and ZOO
- Cloud dubbing and ZOOdubs in action
- How ZOO's technology enables dubbing and talent development
- ZOO's scale-up opportunity
- ZOO's cloud platforms and why ZOO will succeed

Agenda

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Esther Bond, Slator Head of Research

Media localisation market size, segmentation and growth

Gordon Doran, CCO, ZOO Digital

Dubbing evolved, ZOO's differentiated proposition and E2E services

Raúl Aldana, VP Dubbing, ZOO Digital

Cloud dubbing from the perspective of an industry veteran

Matt Fowler, Independent Dubbing Director

Case study – *The Whistlers* for Magnolia Pictures

Dr. Giselle Spiteri Miggiani, Independent Localisation Consultant

Dubbing script adaptation in the ZOO ecosystem

Phillip Blundell, CFO, ZOO Digital

Roadmap to \$100m sales

Chris Oakley, VP Software Engineering, ZOO Digital

The tech behind the service

Esther Bond **Slator Head of Research**

Media localisation market size,
segmentation and growth



Agenda

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- Intro to Slator
- The language industry
- Media localisation
 - Vendor landscape
 - Impact assessment: Covid-19
 - Segment challenges
 - Industry outlook

Slator | Language Industry Intelligence

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- ❖ **Founded in 2015 and based in Zurich, Switzerland**
- ❖ **Slator.com | The most influential news source for the global language industry**
- ❖ **Team of 10 located in London, Bangkok, Manila, Zurich, Greece, and Chicago**

Editorial

- Daily news and analysis on Slator.com
- Publisher: Annual Language Service Provider Index (top 200 vendors)
- In-depth analysis on SlatorPro service
- Weekly SlatorPod podcast

Research

- Sector and Thematic Research
- Bespoke Research and Custom Reports

Advisory

- M&A advisory
- Strategy Consulting and Workshops

Conferencing

- Host of SlatorCon conference series (on- and offline)
- Hosted 2/3 of top 20 industry CEOs and numerous key buyers and technologists



The language industry: Language Industry by Vertical

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Market Size 2019 by Vertical

Estimated market size per end-customer vertical 2019 in USD billions.

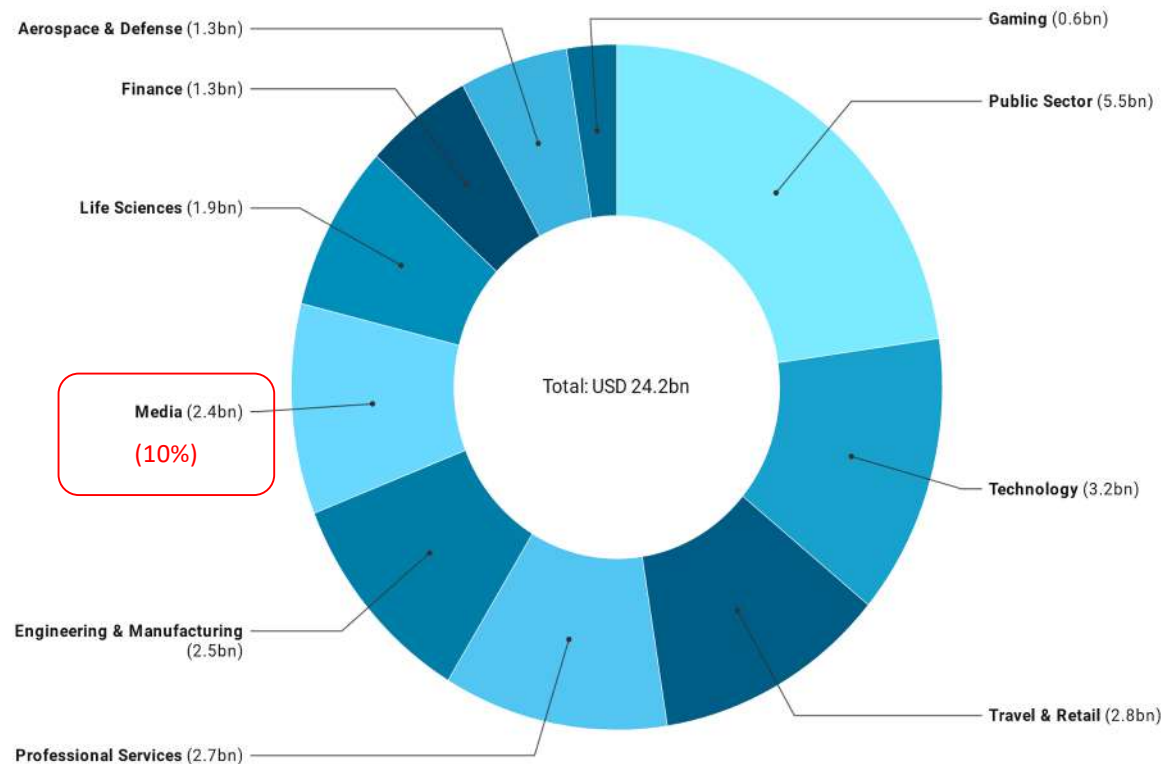


Chart: Slator • Source: Slator • Created with Datawrapper

Media localisation
is a USD 2.4bn
market, of which
approx.:

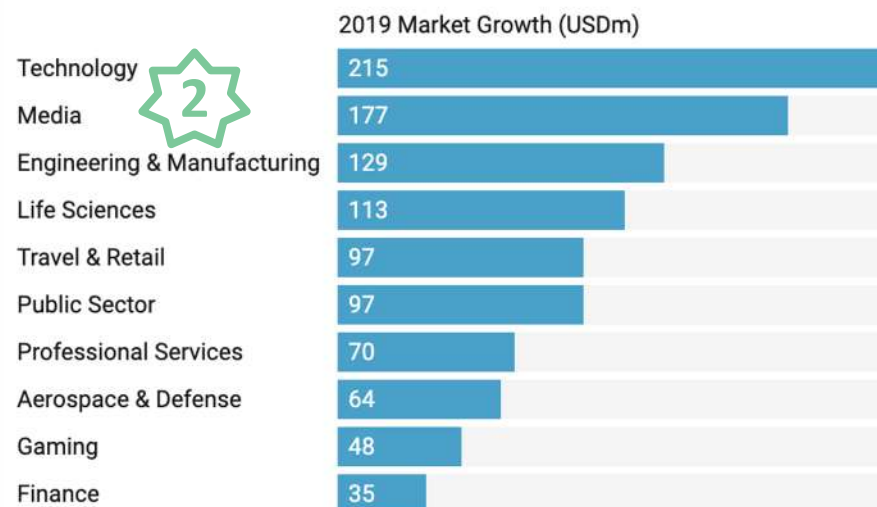
- 70% dubbing
- 30% subtitling

Media Localisation: Growth of Media Localisation

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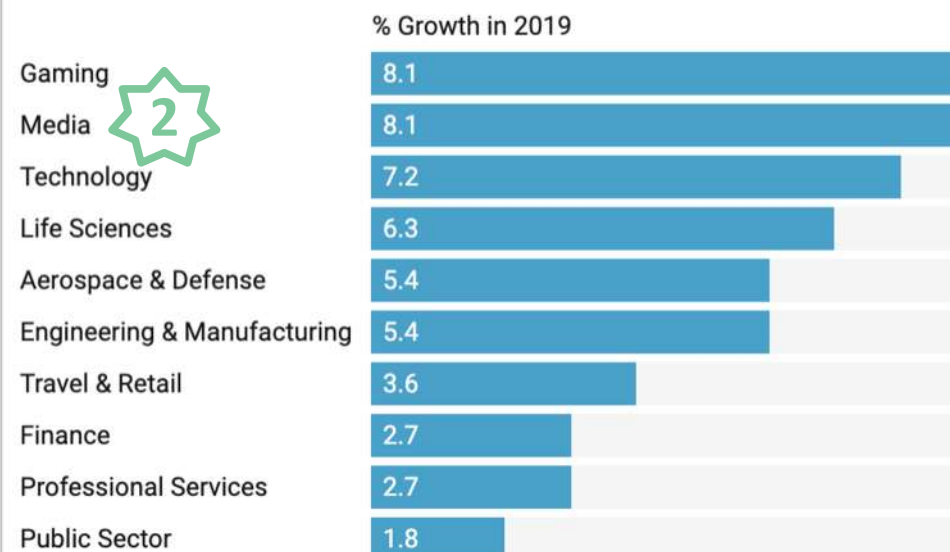
Top Growing Verticals in 2019 by Market Growth

Market growth per end-customer vertical in 2019 (in USDm)



Fastest Growing Verticals in 2019

Percentage growth per end-customer vertical in 2019



Pre-Covid, Media Localisation was the second fastest-growing vertical in % and USD terms

Media Localisation Vendor Landscape

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Media Localisers +\$25m



\$215m, US
(\$7.3m) operating loss



\$185m, UK



\$94m, UK



\$84m, France



\$34m, US



\$30m, UK
\$2.1m adj. EBITDA



\$25m, Sweden

SME Media Localisers



< \$13m, UK



UK



India

RuFilms 2020

\$1m, Russia



France



US



France



Brazil



US



India

LSPs / Non-Media



\$764m, US



\$366m, UK
\$58m adj. EBITDA



\$17m, Australia
(\$1m), net loss

Impact assessment: Covid-19

Buyers

- Lockdowns in Hollywood / productions halted...
 - Increased localisation of back catalogs
- Q2: Turned to remote dubbing as suppliers closed dubbing studios
- Q3: Some production restarts

Suppliers

Closed physical dubbing studios

- Helped offset decline in new production revenues
- Growth in remote dubbing / launched remote dubbing solutions
- Waiting for pipelines to refill
- Some pent up demand for dubbing



Vendors' Experiences of Pandemic

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Expects Q2 to show a significant impact from Covid, with **revenue declines** of ca. 20% plus and negative earnings.



Developed **remote recording tool**: “Home recording is **no match for recording in a professional studio.**”

Q2: **Demand held firm** in media segment. Some customers **replaced dubbing with subtitling.** Remote recording “not just a stopgap for business continuity during the pandemic.”



Launched a **remote recording system** called iDub. **Customers are more open** to doing things differently now and the future is “hybrid.”

iyuno
MEDIA GROUP

Q1: Media saw “**smaller revenue declines**” than other areas.

Q2: **Media grew**, boosted by increased demand for content streaming during Covid.

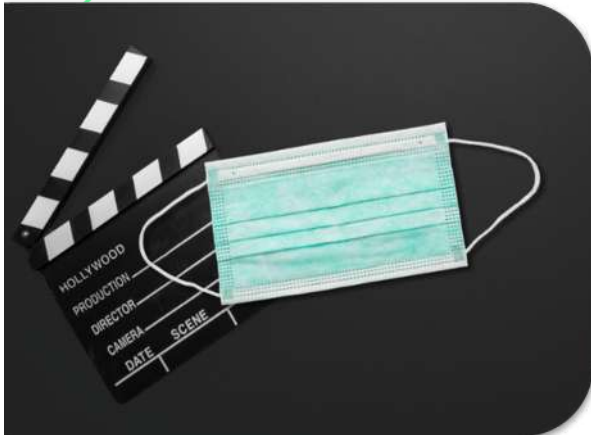
Temporary impact on sales early on before swift resumption of normal volumes. Overall, **significant uplift and interest in cloud dubbing** services and platforms.



Segment Challenges

Buyers

- New content production challenging under Covid restrictions
- Increasingly fragmented (expensive for consumers)



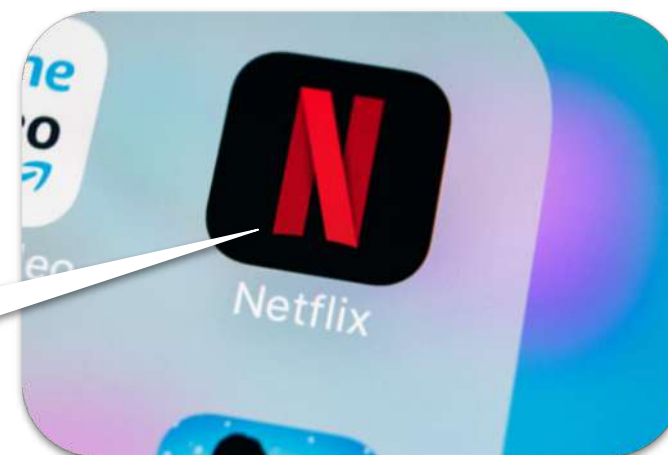
Suppliers

- Talent shortages
- Asset heavy (traditional providers)
- Legacy client base (linear vs streaming)
- Differentiation (quality, price, tech..)
- New competitors

Segment Opportunities

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- Growth in consumer OTT services drives demand for localisation (Disney, Warner Bros., etc.)
 - More clients, more content, more languages
- Day and date (all content at once)
- Likelihood of some competitors weakened by economic impact of Covid
- Content streaming services don't want to manage loc



"In two years, we added a couple more languages, a lot more global original content, and we therefore added to our membership" - July 2019

Thank you!

Gordon Doran **CCO, ZOO Digital**

Dubbing Evolved



State of the market: Content holders

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COVID-19 halted new productions worldwide; no new content to release

Productions restarting slowly; social distancing means it's a slow process

Content holders selling and releasing catalogue content on new platforms in place of new originals

Cost of COVID-19 to the entertainment industry estimated to be \$160bn over five years*

*Ampere Analysis

Dubbing evolved – Gordon Doran



State of the market:

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Traditional dubbing competitors

Initial impact:

- Global lockdown caused widespread disruption to dubbing supply chain
- Exposed lack of back up plan at the local dubbing studio level
- Supply chain unable to keep pipeline moving; no content to deliver to customers
- No resilient business continuity plan for dubbing projects

Ongoing impact:

- Studios open; productivity severely affected by social distancing and sanitising requirements
- Varying levels of adoption of remote recording capabilities
- Some talent unwilling to travel to city centre studios to record
- Customers seeking business continuity solutions in event of further lockdowns in key territories

ZOO: Business-as-usual

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How ZOO has been resilient to the impact of COVID-19

ZOO's end-to-end service model and cloud-based approach ensures we are resilient to the impact of COVID-19

- End-to-end service model
- Cloud-based localisation ecosystem
- Global work-from-home workforce and talent pool

End-to-end service model

Services

ZOO's end-to-end model offers all services required to localise and distribute both new and catalogue content

Localisation

- Dubbing
- Audio description
- Scripting
- Subtitling
- Captioning
- Artwork localisation
- Compliance editing
- Metadata localisation
- Menu localisation

Digital Packaging

- Editing (audio and video)
- Audio mixing
- Transcoding
- Video packaging
- Video QC
- Media processing
- Dub cards
- SD/BD authoring
- iTunes Extras authoring

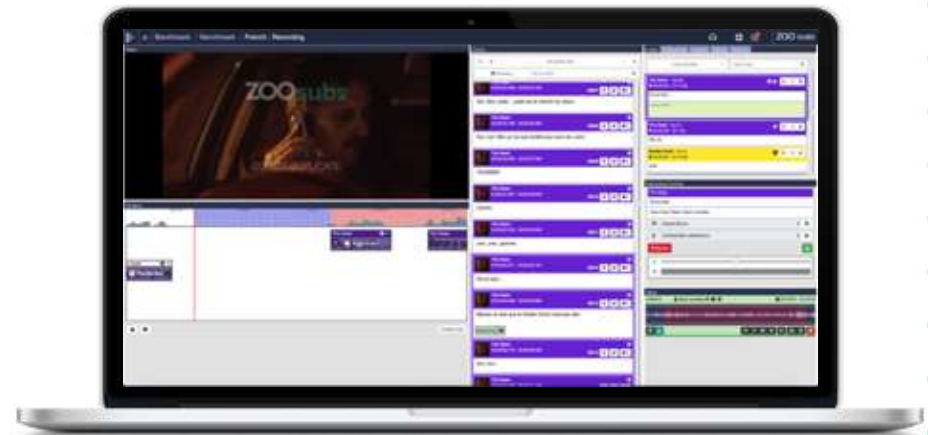
Cloud dubbing model

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Platform-based approach to dubbing

Cloud dubbing supports the end-to-end dubbing workflow and brings together dubbing actors and directors from around the world in the ZOOdubs platform

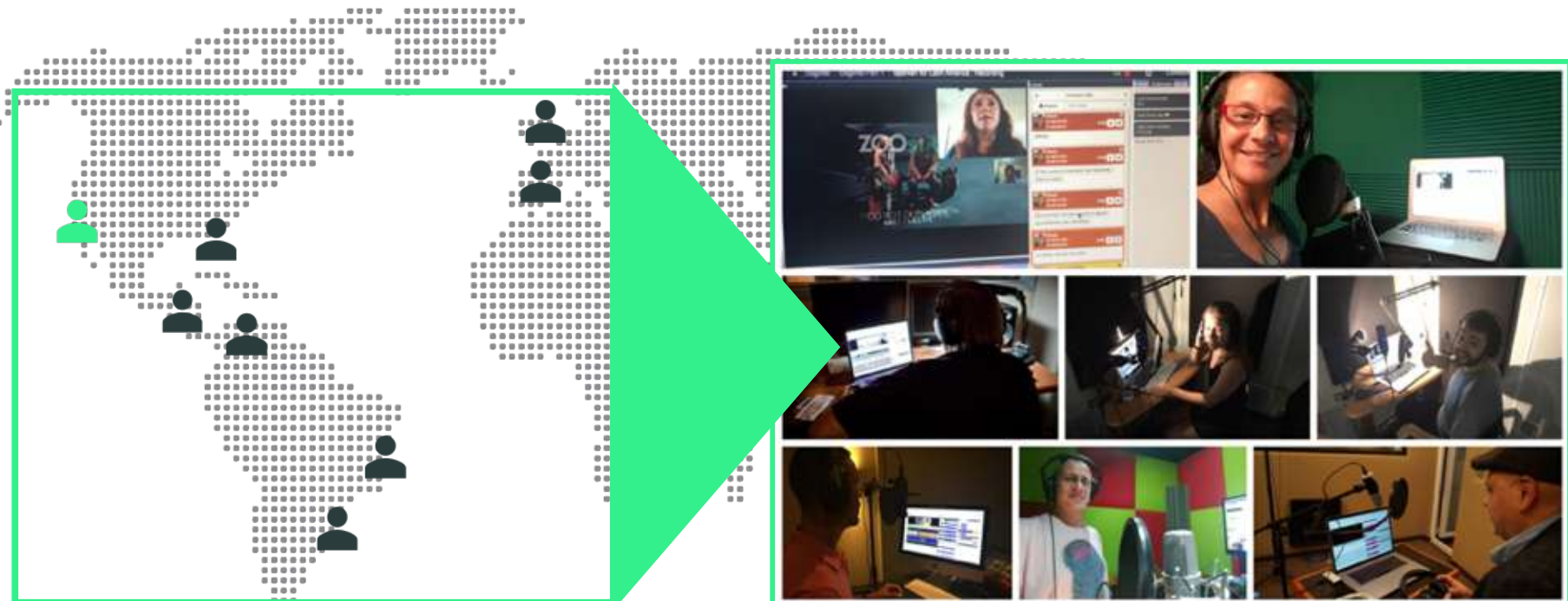
- Award-winning , multi-language dubbing service
- Facilitates global collaboration
- Supports creative excellence
- Provides guaranteed security



Global workforce

Cloud-based collaboration

Actors and directors work together seamlessly in the ZOOdubs platform from any remote recording or studio location



Cloud dubbing model

Current status in market

Cloud dubbing and ZOOdubs have been well received by many in the market but the model has faced industry hurdles that have impacted growth and adoption

- **Technical**
Greater acceptance of remote recording due to studio lockdowns; resistance remains in unionised territories
- **Creative**
We're still seen as a technology company entering a creative space

Cloud dubbing model

What's next?

Our objective is to replicate our LatAm market success in other key dubbing territories by working with the best talent in the business

1. Enter key target markets to support our customers' roll-out plans
2. Continue to expand ZOO internal dubbing team with highly-regarded industry experts
3. Grow in-territory dubbing expertise, forming strategic relationships with industry heavyweights
4. Increase the scale and quality of ZOO's freelance dubbing talent pool
5. Form partnerships to create more independent ZOO-Enabled Dubbing Studios
6. Work with Unions to break down barriers in unionised territories

Raúl Aldana **VP Dubbing, ZOO Digital**

Cloud dubbing from the
perspective of an industry
veteran





Former Regional Creative Director of Disney Character Voices International and Content Localization, Latin America

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Latin American Spanish & Brazilian Portuguese

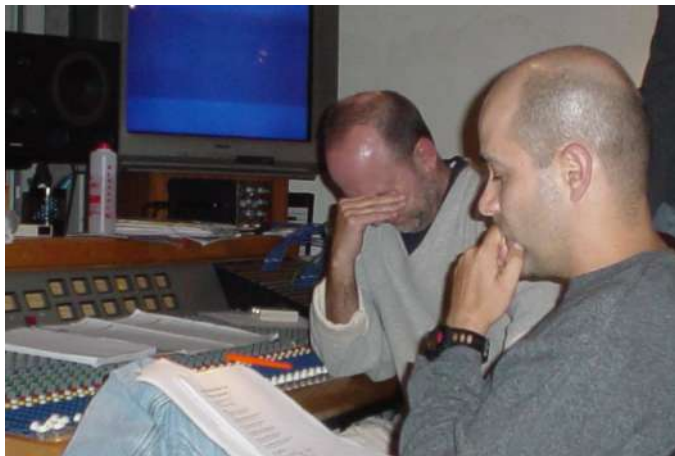
3k + titles per year in each Language



- Theatrical
- Home Video
- PPV
- Disney Channel Series
- ABC Series
- Records
- Consumer Products
- Stage Productions

Traditional dubbing

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Star talents

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Cloud dubbing – Raúl Aldana

Multiple locations recording

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Rio de Janeiro



Miami



Caracas



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BEST DUBBING STAR TALENT EVER

TWO-PART ANNOUNCEMENT • SEPT 8TH & 19TH



**GAEL
GARCÍA
HECTOR**



**MARCO
ANTONIO SOLÍS
DE LA CRUZ**



**OFELIA
MEDINA
FRIDA KAHLO**



**ELENA
PONIAKOWSKA
MAMÁ COCO**



**ANGÉLICA
MARÍA
ABUELITA**



**ANGÉLICA
VALE
MAMÁ IMELDA**



**CÉSAR
COSTA
PAPÁ**



**SOFÍA
ESPINOZA
MAMÁ**



**LUIS ÁNGEL
GÓMEZ
MIGUEL**



**ANDRÉS
BUSTAMANTE
CLERK**



**CECILIA
TOUSSAINT
CECILIA**



**ALEX
LORA
STAGE HAND**



**EUGENIA
LEÓN
TOUR GUIDE**



**JAIME LÓPEZ
PLAZA
MARIACHI**



**FRANCISCO
COLMENERO
DON HIDALGO**



**VÍCTOR
TRUJILLO
CHICHARRÓN**



**TRINO
ARRIVAL'S
AGENT**



**JUAN VILLORO
GROUNDSKEEPER**



**BENITO
TAIBO
INTERVIEWER**



**CARLOS
RIVERA
GUSTAVO**



**ALFONSO
ARAU
PAPÁ JULIO**



**CHABELO
CORRECTION'S
OFFICER**



**CECILIA
SUÁREZ
TÍA ROSITA**

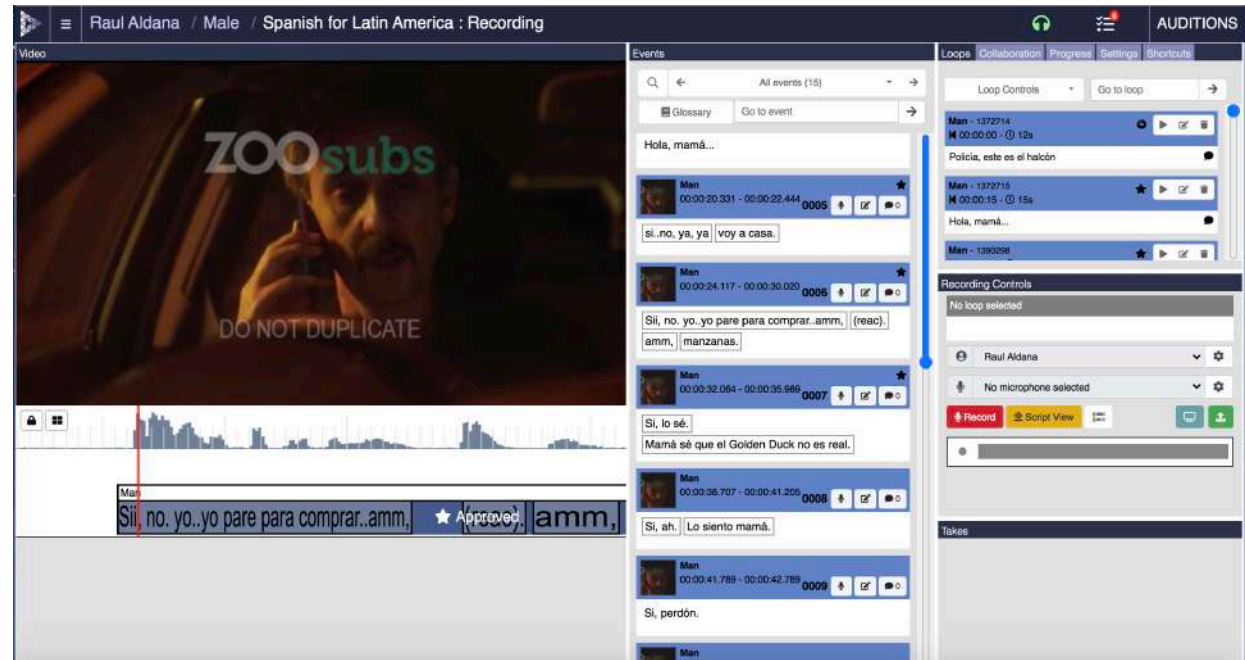


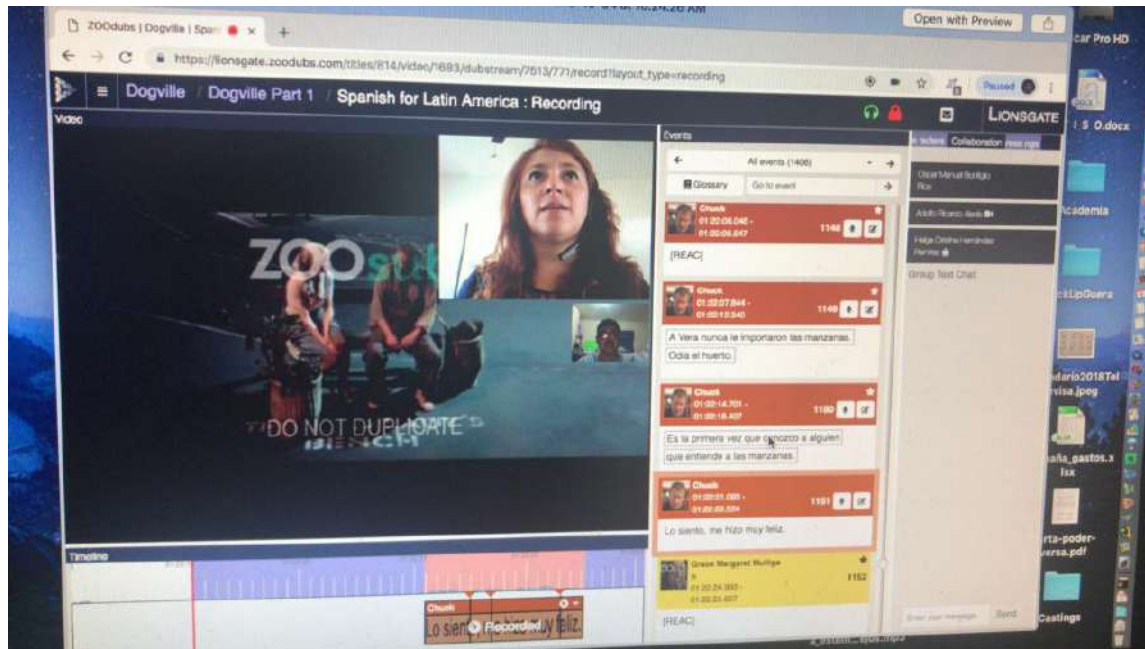
**XAVIER
VELASCO
PATROLMAN**



**HÉCTOR BONILLA
TÍO
OSCAR & FELIPE**

Cloud dubbing – Raúl Aldana





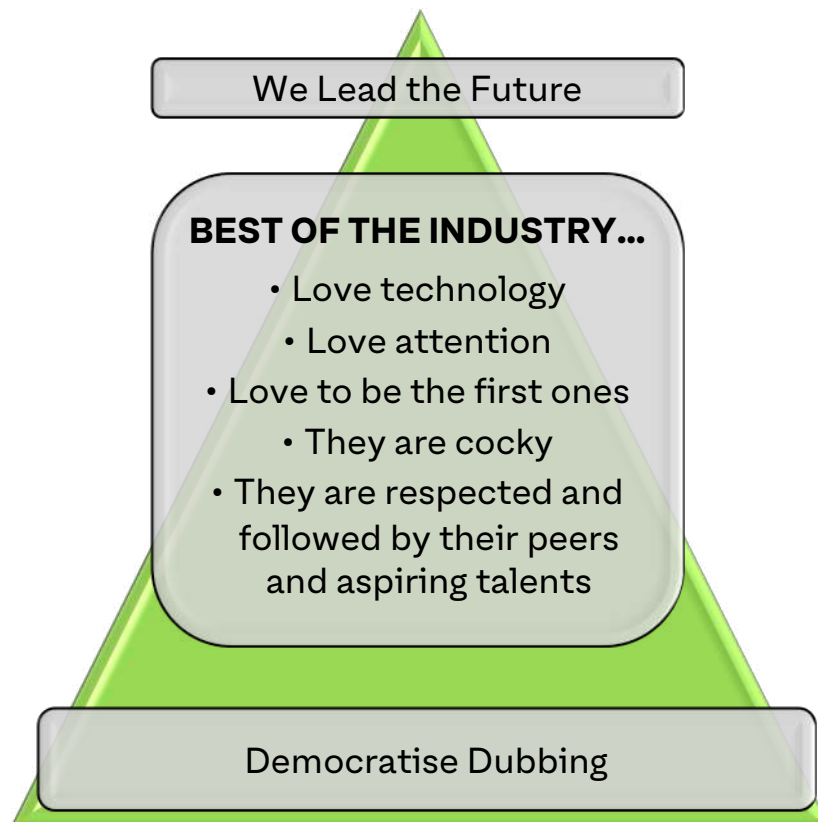
Approach to scale-up cloud dubbing

ENGAGE WITH THE BEST

- Respect
- Credibility
- Aspirational



Pyramid model: Scaling up dubbing



Industry changing requirements

- Cost
- Day and Date Delivery
- Best Quality
- Security
- *Connectivity*

Dogville

- Director, main character in Merida
- 4 Actors in Buenos Aires
- 1 Cancun
- 1 Austin
- 1 Sonora
- 1 LA
- The rest in CDMX



Star talent recording in ZOOdubs



Edgar Vivar

How ZOOdubs meets industry changing requirements

- Cost
- Day and Date Delivery
- Best Quality
- Security
- Connectivity



Matt Fowler, Independent Dubbing Director

Case study – *The Whistlers* for
Magnolia Pictures



Screen credits



One Night in Miami



Dubbing in ZOO's platform

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Project at a glance

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Title:	<i>The Whistlers</i>
Client:	Magnolia Pictures
Size:	Feature film – 1h 37min
Type:	Comedy, crime
Services:	Cloud-based dubbing – Romanian and Spanish to English
Technology:	ZOOdubs cloud dubbing and remote recording platform, localisation ecosystem
Themes:	Dubbing, innovation, remote recording

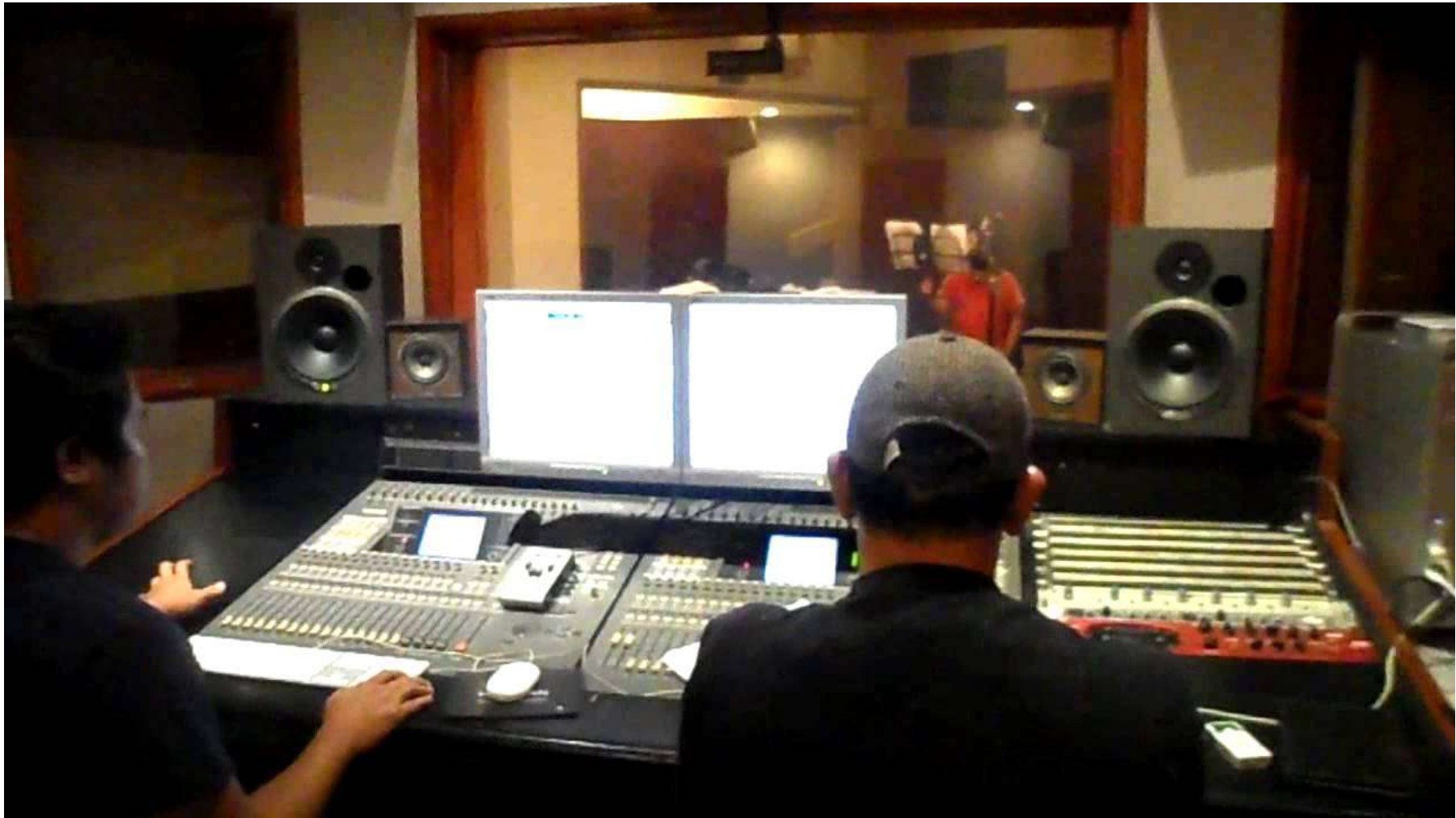
The Whistlers

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Traditional dubbing

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The Whistlers

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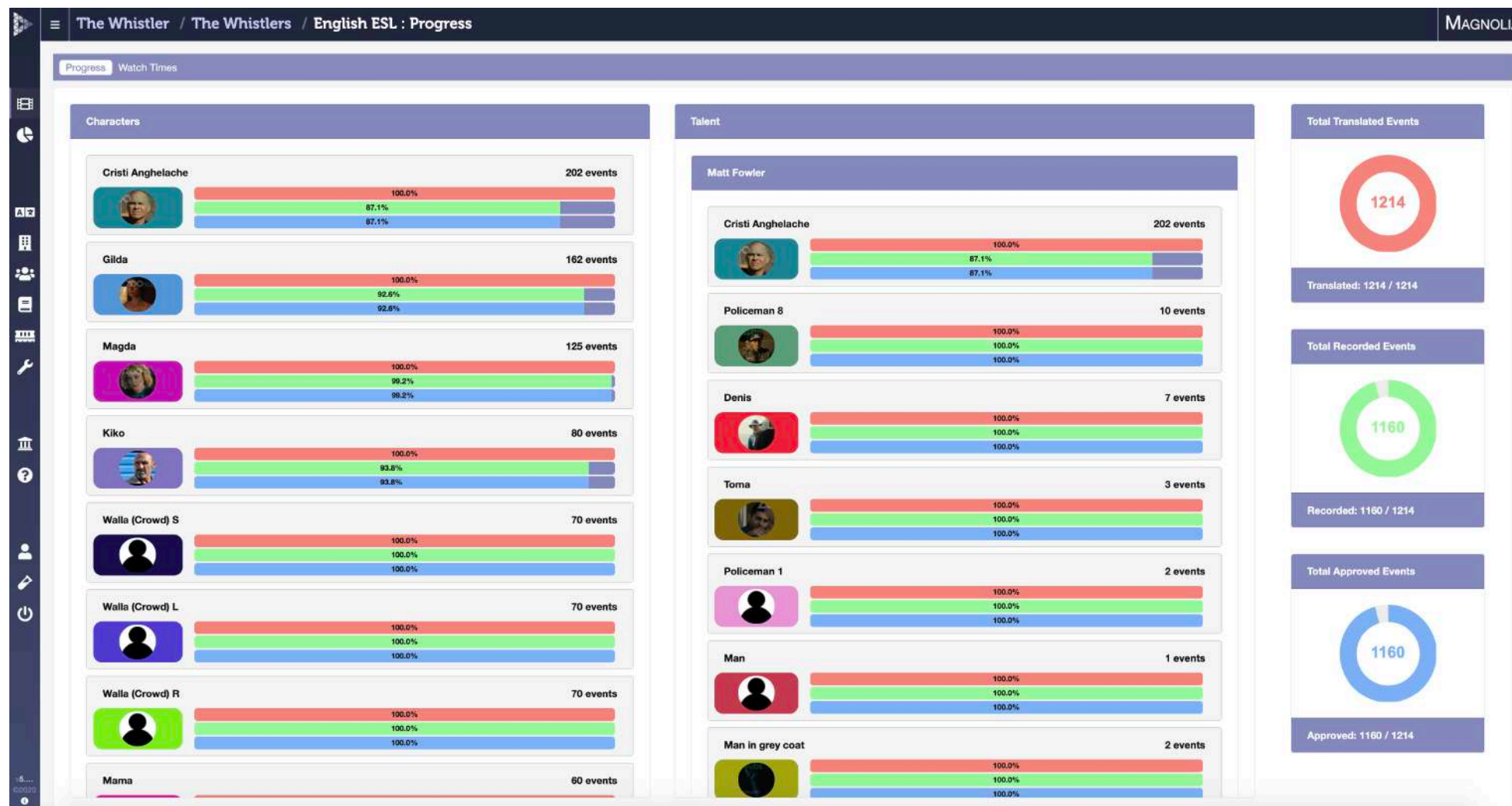


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Case study – Matt Fowler

Progress tracking

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Casting

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The screenshot displays the 'The Whistler / Characters & Casting' interface. The top navigation bar includes 'Videos', 'Characters & Casting', 'Assign Users', and 'Voice Talent Details'. The main content area is divided into three panels:

- Characters:** A list of characters with filters for Language (English ESL), Sort on (Character Name), and a search bar. The list shows 43 of 54 characters. The first character is Alin, Male, Peter Berube, with 42 events and a total runtime of 00:00:58.559. Other characters include Carlito, Criminalist 1, Criminalist 2, Cristi Anghelache, Denis, Father Daniel, Female Announcer, and Forensic (Male).
- Character Details:** A detailed view of the selected character, Alin. It shows a profile picture, gender (Male), color (green), description, age, roles, and assignments. The assignments list includes Peter Berube. The total native events are 42, and the total native runtime is 00:00:58.559.
- Voice Talents:** A list of voice talents with filters for English ESL and a search bar. The list shows 12 talents. The first talent is Aaron Yamawaki, with details on gender, age, and agency. Other talents include Ace Marrero, Adin Rudd, Alessia Canonico, Alexandra Metaxa, Alexis Brandt, Allison Lobel, and Amber Faith.

Recording interface

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The screenshot displays the ZOO Digital Group plc recording interface, which is used for capturing audio and video content. The interface is divided into several sections:

- Top Bar:** Shows the project name "The Whistler / The Whistlers / English ESL : Recording" and the user "MAGNOLIA".
- Video Player:** Displays a video of a man and a woman in a tropical setting. The timestamp is 00:05:22:14. A small inset shows a participant named Sophie Wendell. A "DO NOT DUPLICATE" watermark is visible.
- Events List:** A central panel listing recorded events with timestamps and durations. Each event includes a star icon, a play button, and a delete icon. The events are as follows:

Event	Timestamp	Duration	Notes
Cristi Anghelache	01:04:42.839 - 01:04:43.206	0019	Long.
Cristi Anghelache	01:04:44.742 - 01:04:45.921	0020	Thought I'd got the wrong island.
Gilda	01:04:51.252 - 01:04:51.735	0021	This is it.
Gilda	01:04:57.417 - 01:04:59.221	0022	And here's the patio over here.
Gilda	01:05:16.019 - 01:05:17.233	0023	The pool is down there.
Gilda	01:05:23.490 - 01:05:25.124	0024	Forget what happened in Bucharest.
Gilda	01:05:27.199 - 01:05:28.926	0025	I did it for the surveillance cameras.
Gilda	01:05:36.964 - 01:05:39.512	0026	[R] inhales, exhales
Gilda	01:05:52.135 - 01:05:52.983	0027	[R] exhales
- Recording Controls:** A panel on the right side of the interface containing various controls for recording, including a "Record" button, a "Script View" button, and a "Go to loop" button. It also displays the current recording status and a list of recording controls.
- Takes:** A section at the bottom right showing a timeline of recorded takes, with each take having a unique ID and a timestamp.

Recording interface

ZOO Digital Group plc
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The screenshot displays the ZOO Digital Group plc recording interface, which is divided into several functional areas:

- Top Bar:** Includes the application name "The Whistler / The Whistlers / English ESL : Recording" and navigation icons for headphones, alerts, and a menu.
- Video Player:** On the left, it shows a video frame with a timestamp of 00:02:30:05. The video content features two men in a conversation, with "ZOOsubs" and "DO NOT DUPLICATE" overlaid. Below the video is a timeline with three small preview windows labeled "Kiko", "Cristi...", and "Kiko" with the text "Do you speak Spanish?".
- Events List:** A central panel listing recorded events. Each entry includes a speaker's name, a timestamp range, an ID number, and a star icon. The events are:
 - Female Announcer over PA (01:02:07.268 - 01:02:10.665, ID 0001): "Welcome to La Gomera, the pearl of the Canary Islands."
 - Female Announcer over PA (01:02:16.094 - 01:02:20.012, ID 0002): "The next ferry to Tenerife will depart at 07:00 p.m."
 - Kiko (01:02:26.903 - 01:02:27.195, ID 0003): "Hi!"
 - Kiko (01:02:30.877 - 01:02:31.253, ID 0004): "Kiko."
 - Cristi Anghelache (01:02:31.480 - 01:02:31.928, ID 0005): "Cristi."
 - Kiko (01:02:32.587 - 01:02:33.360, ID 0006): "Do you speak Spanish?"
 - Kiko (01:02:35.102 - 01:02:35.958, ID 0007): "Do you speak English?"
 - Cristi Anghelache (01:02:36.402 - 01:02:36.698, ID 0008): "Yes."
 - Kiko (01:02:37.785 - 01:02:39.285, ID 0009): (No transcript text visible)
- Right Panel:** Contains "Loop Controls" with a "Go to loop" button, a list of loops (e.g., "Kiko - 1175996", "Cristi Anghelache - 1175748"), and "Recording Controls" including a "Record" button, "Script View", and a "Takes" section with a timeline and playback controls.



Case study – Matt Fowler

Gabe Monterrubio

VP, Digital Media Production, Magnolia Pictures

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“We have been working with ZOO over the years to create several excellent dubbed audio tracks, but *The Whistlers* dub was a particularly innovative approach that allowed us to seamlessly execute the dubbing process using their unique cloud-based system.

“This technology was especially helpful during a period where everyone collaborating on the project was working remotely, and allowed ZOO to provide a service that is usually a complete in-studio process, at a time when the country and most of the world has been sheltering at home.”

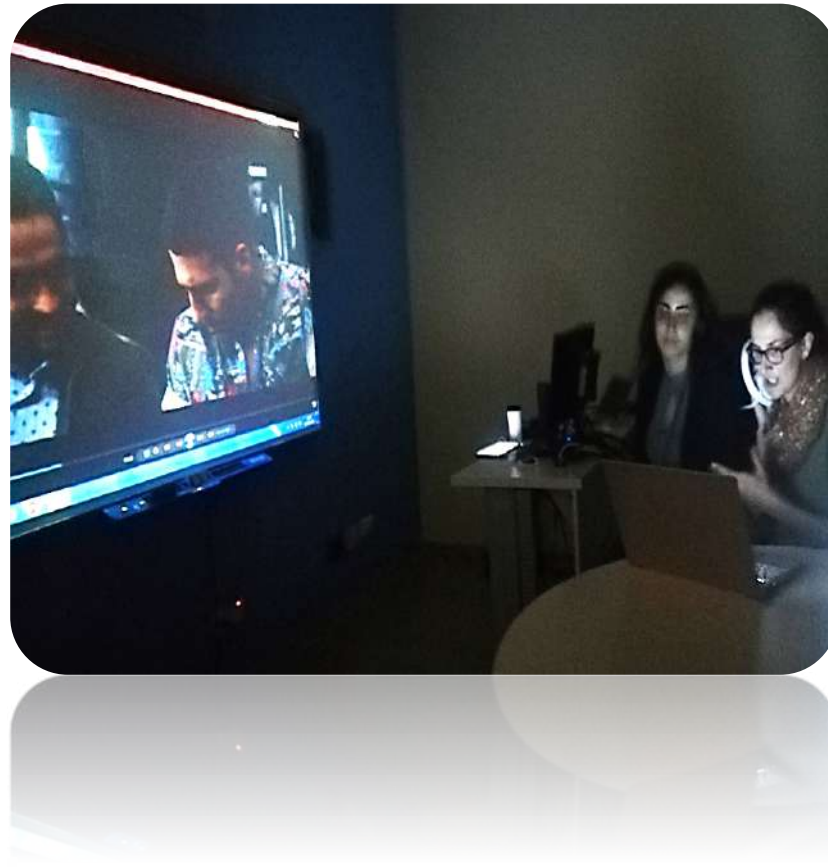
Dr. Giselle Spiteri Miggiani **Independent Localisation** **Consultant**

Dubbing script adaptation
in the ZOO ecosystem



Traditional dubbing training

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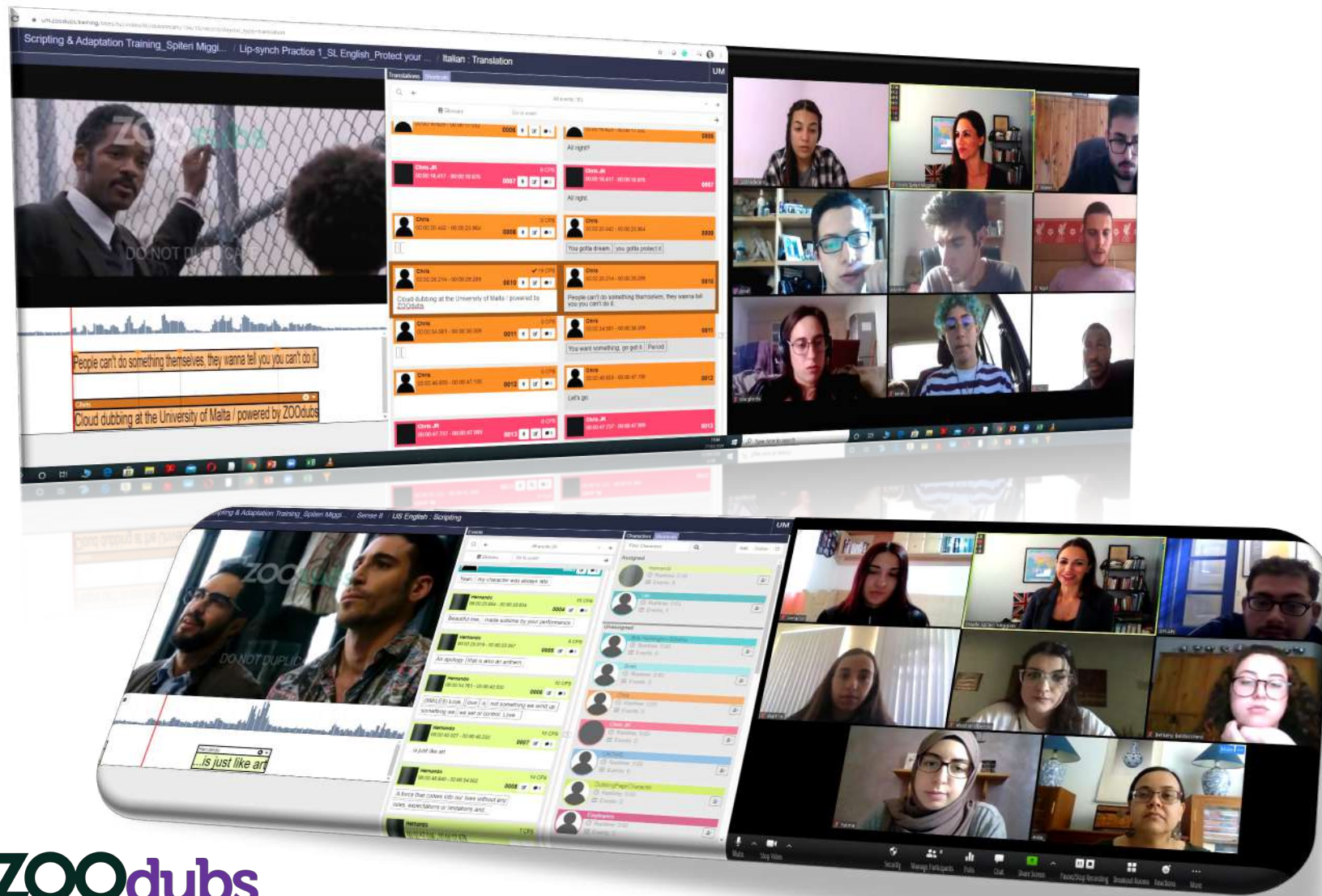
Training using ZOOdubs

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Virtual classrooms in ZOOdubs

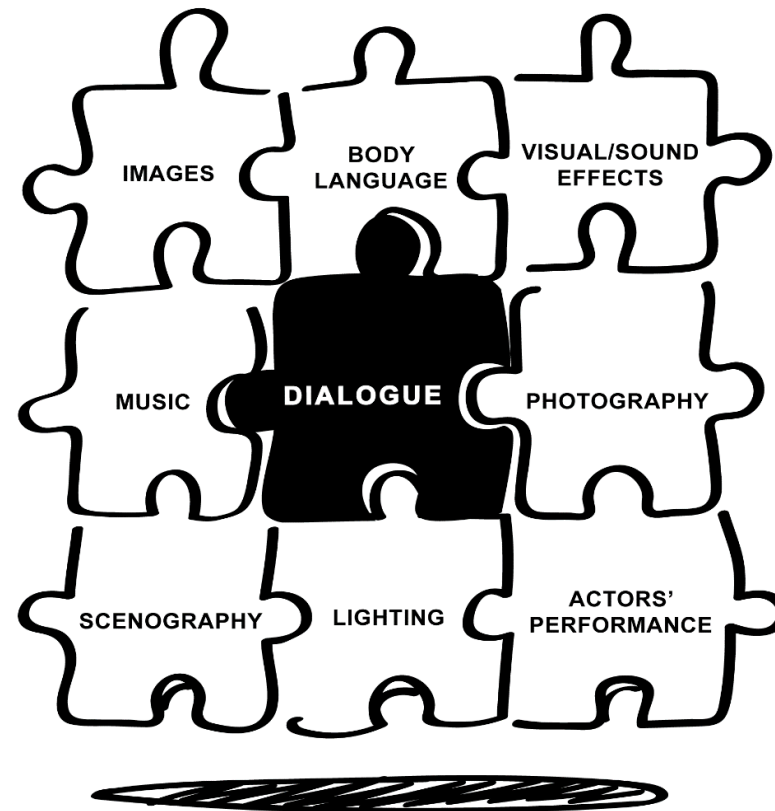
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Adaptation and training – Giselle Spiteri Miggiani, PhD

Dialogue in entertainment content

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The Dubbing 'formula'

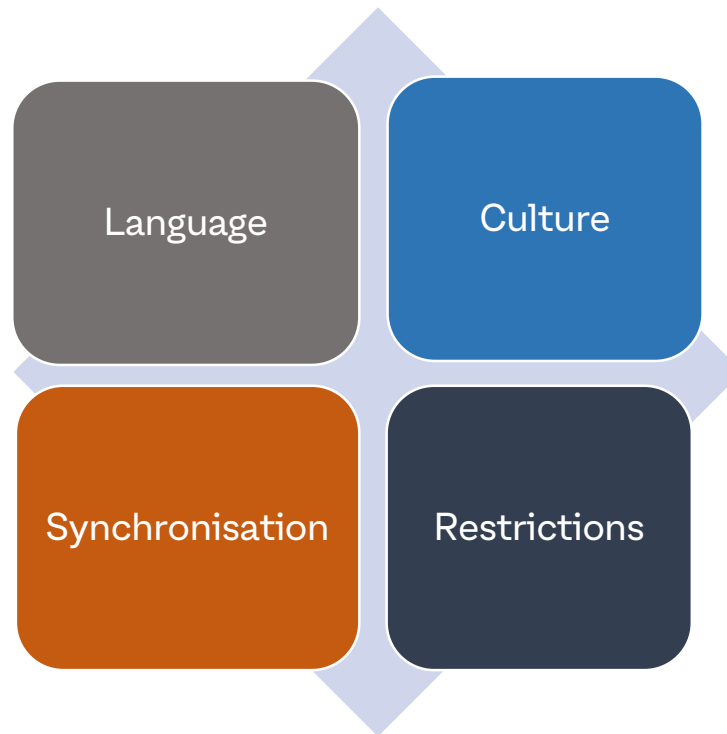
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Script adaptation

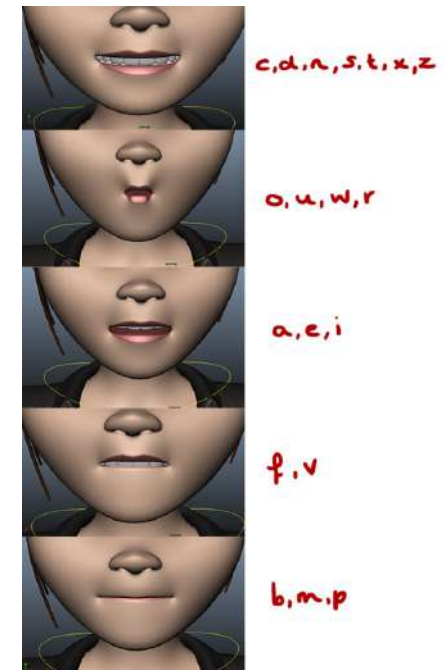
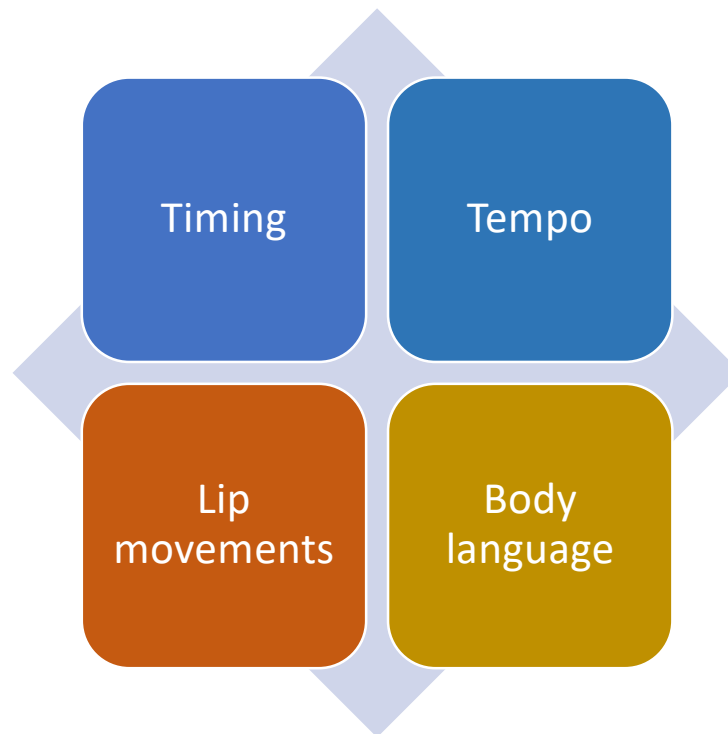
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Beyond Translation



Synchronisation

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Traditional script sample

CASTLE # 28- "BOOM!"

203

DUNN (CL) (EFF) C'è sempre qualcuno che deve morire,
Nikki. (fin.FC)

CASTLE (in.FC/va FC) Se l'uomo alla finestra fosse stato Ben
Conrad, si sarebbe sparato con la mano sinistra. Ben
non era l'assassino.. (IC) Beckett!

BECKETT Che c'è, Castle?

CASTLE (va DS) Non è stato Ben Conrad! / Non è stato lui!
L'assassino è ancora vivo! / (IC) L'assassino è
ancora vivo!! (FIATI)

DUNN (FC EFF) Addio, Nikki. Addio, Nikki!

CASTLE ?-(01:11) (FIATI) ///

-----0108-0122

204

CASTLE (in.FC) Kate! Dove sei?.. Kate!! / (VERSO-sforzo) ..
(VERSI) / (VERSO) / Kate! / (DP) Kate!!

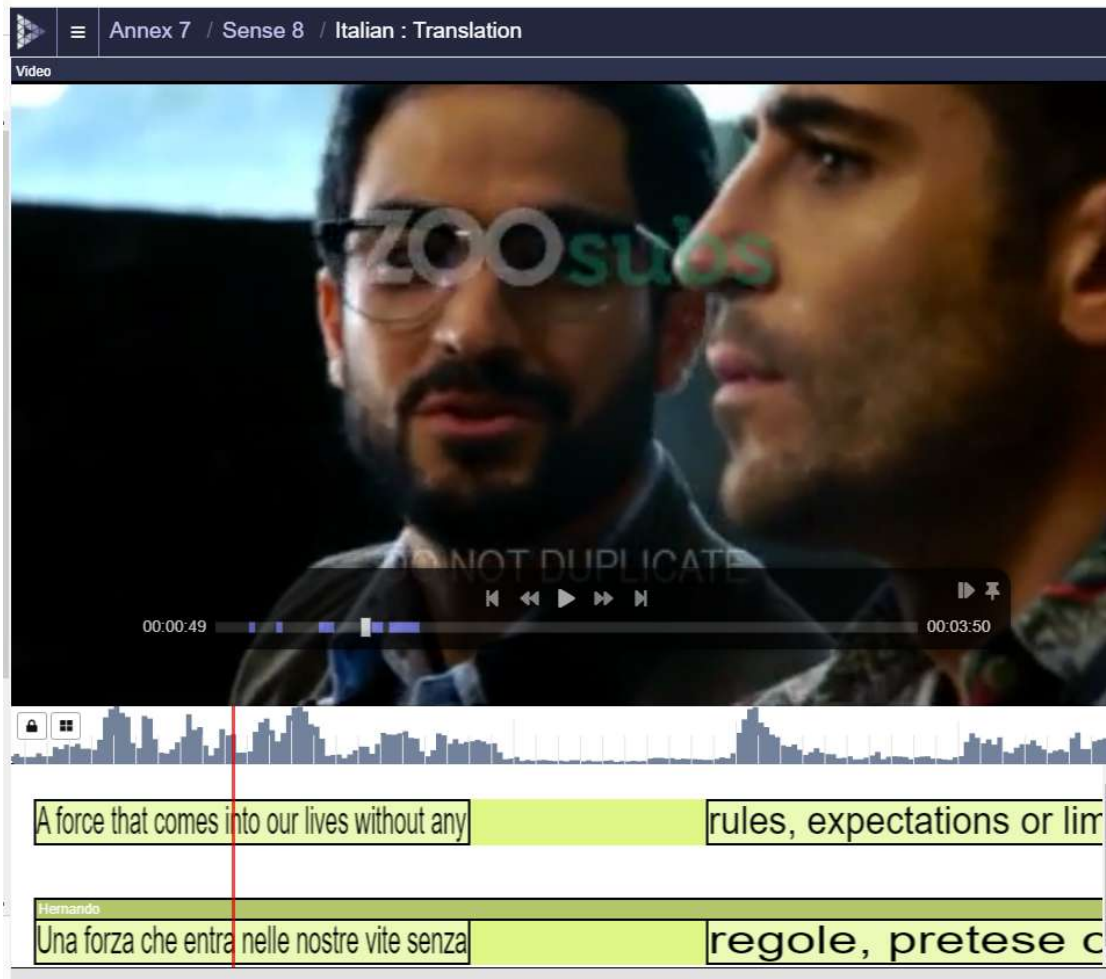
BECKETT (FC) (01:37) (VERSI)

CASTLE (ACC) Kate?

BECKETT (FC /COP) (VERSI) (cont. su batt.succ.)

ZOOdubs script adaptation interface

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ZOOdubs visual aids for lip synchronisation

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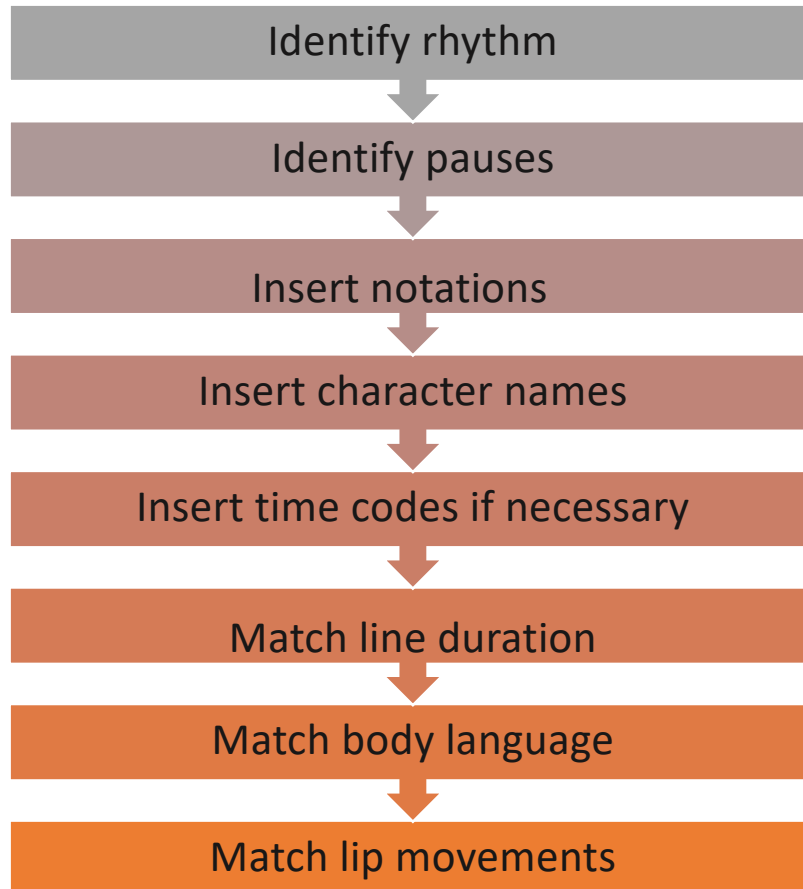


Adaptation and training – Giselle Spiteri Miggiani, PhD

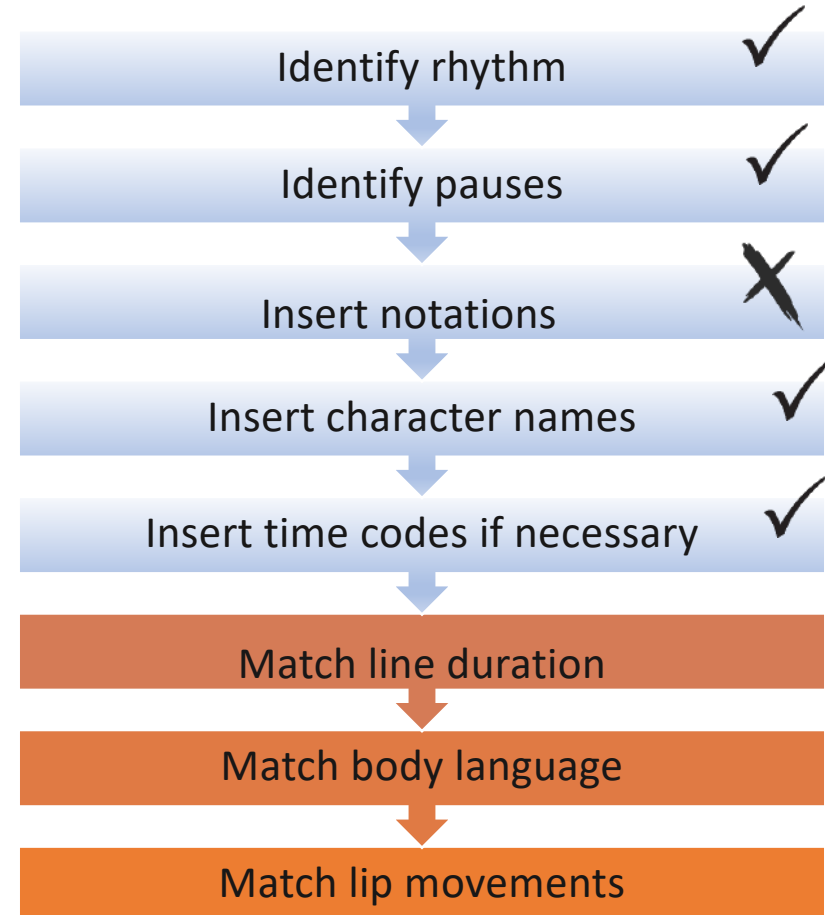
Script adaptation process

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Traditional



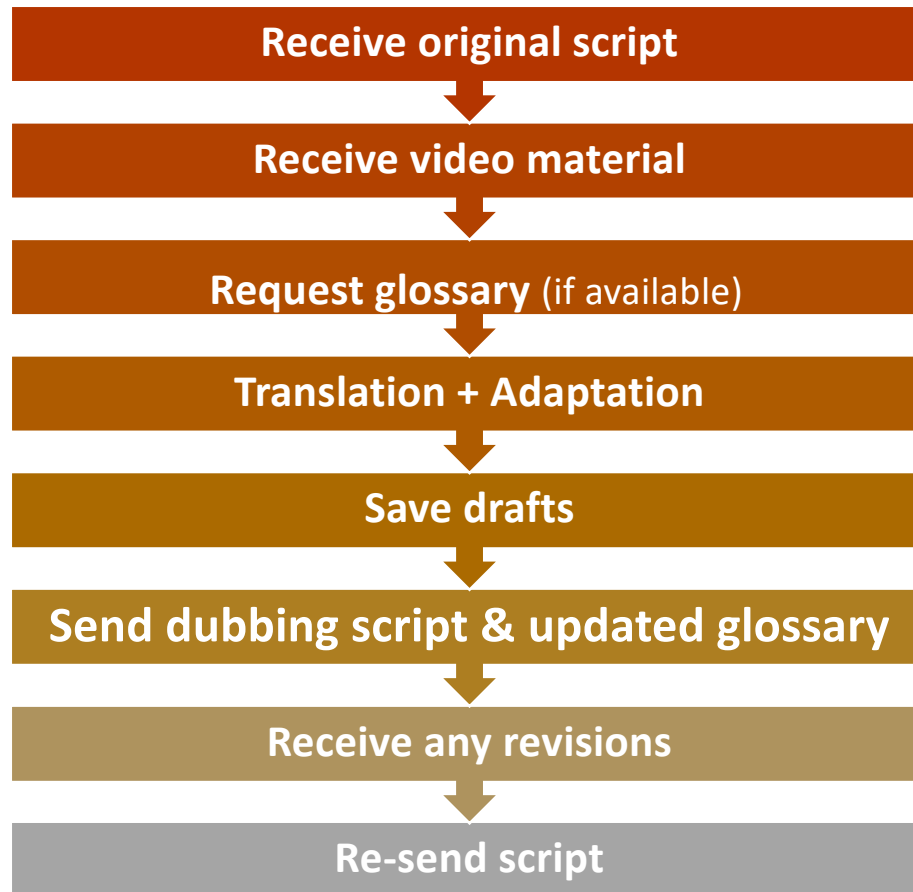
ZOOdubs



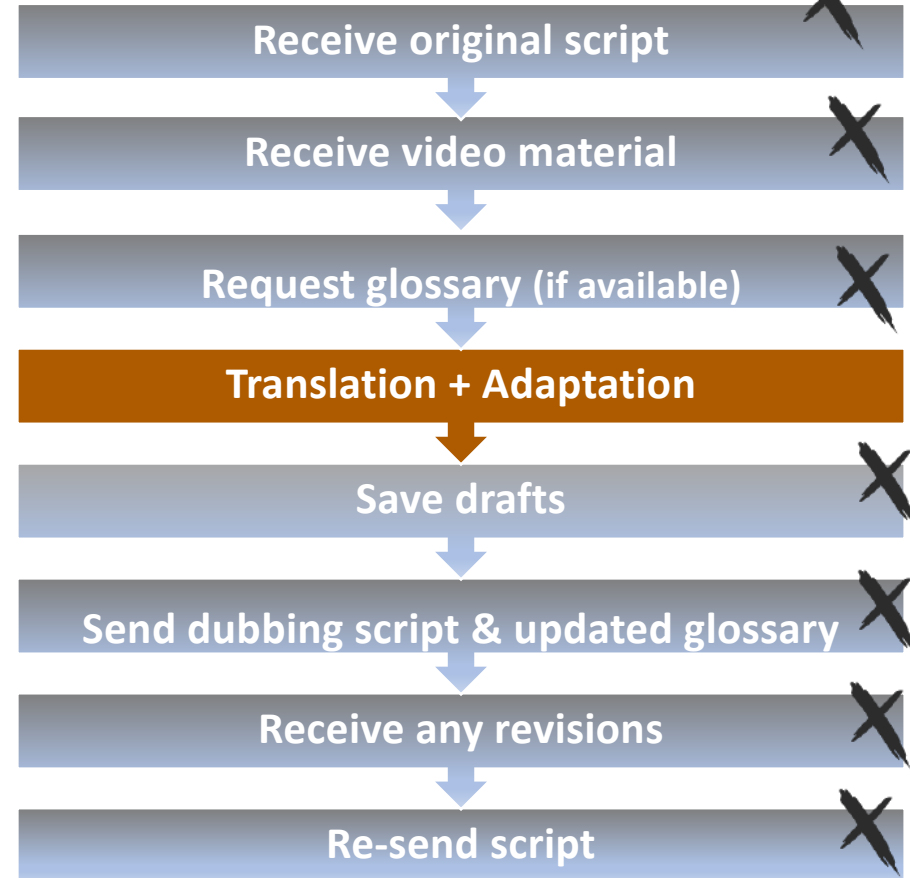
Script adaptation workflow

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Traditional



ZOOdubs



Trainee response & results

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Quality enhancement
More accurate synchronisation
More focus on language

Rhythmic skills developed
Faster training process
Easier evaluation

Time-effective

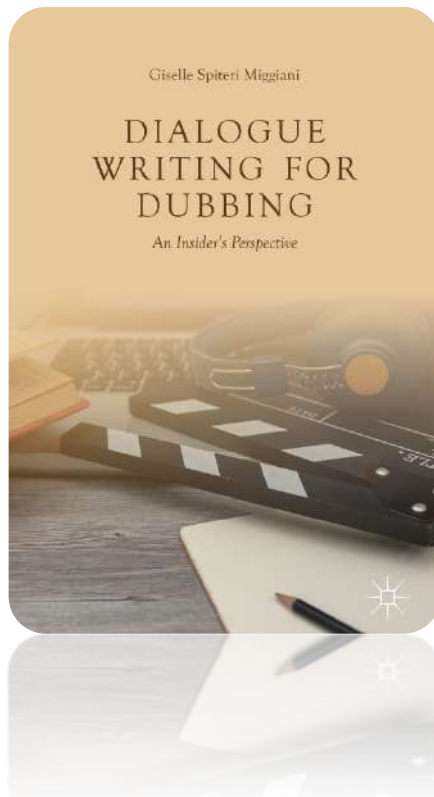
The future of media localisation

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Where do we go now?

Thank you.

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Giselle Spiteri Miggiani, PhD
msp12@um.edu.mt

Lecturer – University of Malta
Dubbing Translator & Adaptor
Media Localisation Trainer & Consultant



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Phillip Blundell

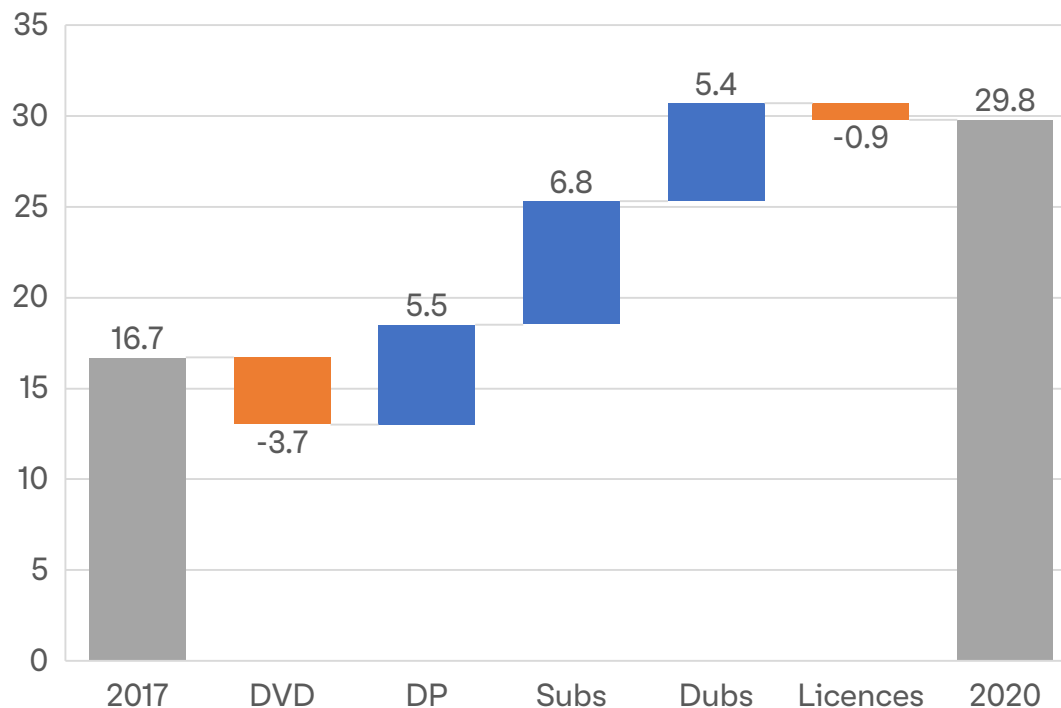
CFO, ZOO Digital

Roadmap to \$100m sales



Sales bridge 2017 to 2020

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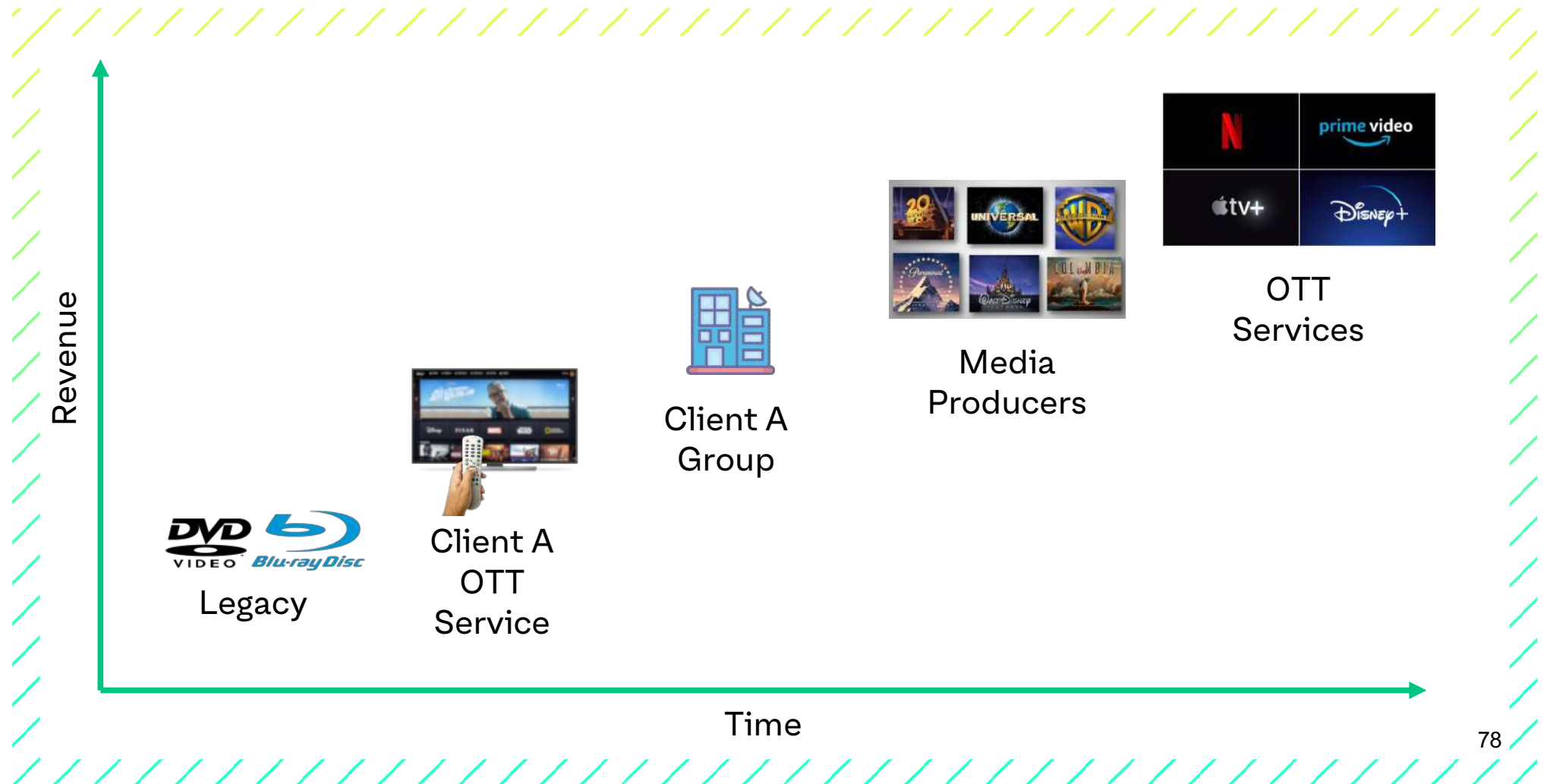


Client A up \$9.8 million
Client B up \$1.7 million
Client C up \$2.6 million
Client D down \$1.0 million
DVD now only \$0.6 million
Licences now only \$1.6 million

Transition from legacy services business to next generation localisation provider

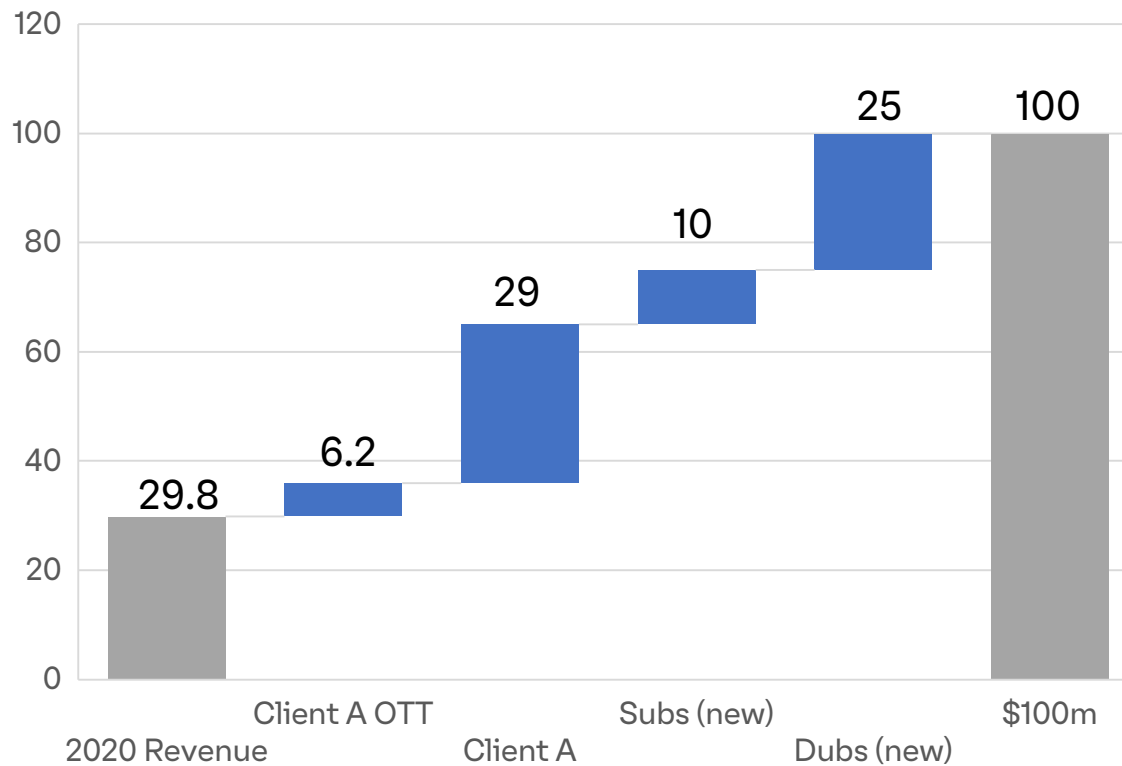
Journey by customer to \$100m sales

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Sales Bridge to \$100m

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\$100 million breakdown:

- Digital packaging \$15 million
- Subtitling \$30 million
- Dubbing \$55 million

Market share of addressable market:

- Current share in 2020, 4%
- 10% of \$1 billion of Hollywood spend
- No more than 30% of one studio's budget

Investment Summary

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Strategy – technology-first approach to media localisation

Scalability – cloud-based, agile, scales through partners and freelancers

Growth – large expanding international market still in its infancy

Culture – steeped in the industry with long track record

Foundations for growth in place



Chris Oakley
VP Software Engineering,
ZOO Digital

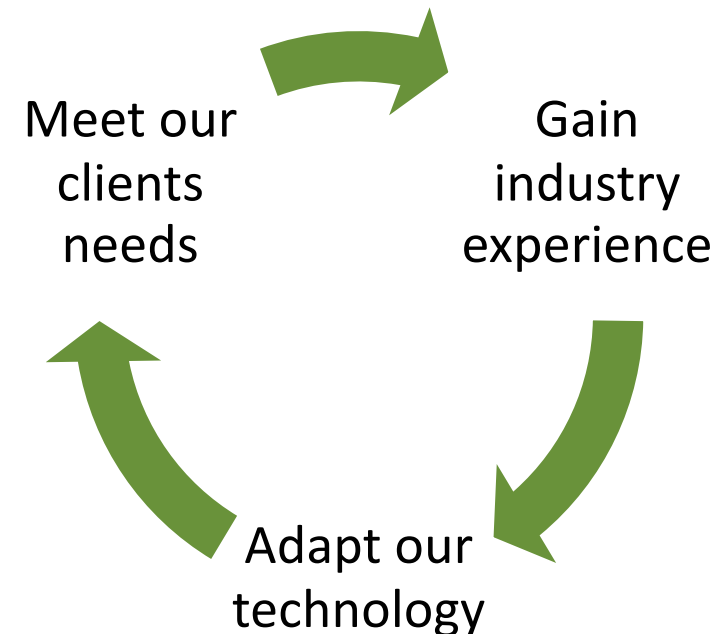
The tech behind the service



ZOO's approach to software development

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- ZOO is a tech company at its core
- We take the experience we gain in the field and adapt our technology to meet the needs of our clients, our internal service team and freelancer network
- We have the ability react and change direction quickly



Track record

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We have a track record of first-mover original innovations in the media localisation industry



Dubbing services



Subtitling services



Media localisation

Approach to innovation

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Our colleagues are industry experts that we can call on to identify opportunities for major innovations in the industry

We take a pragmatic approach to developing products

We create something that is going to work!

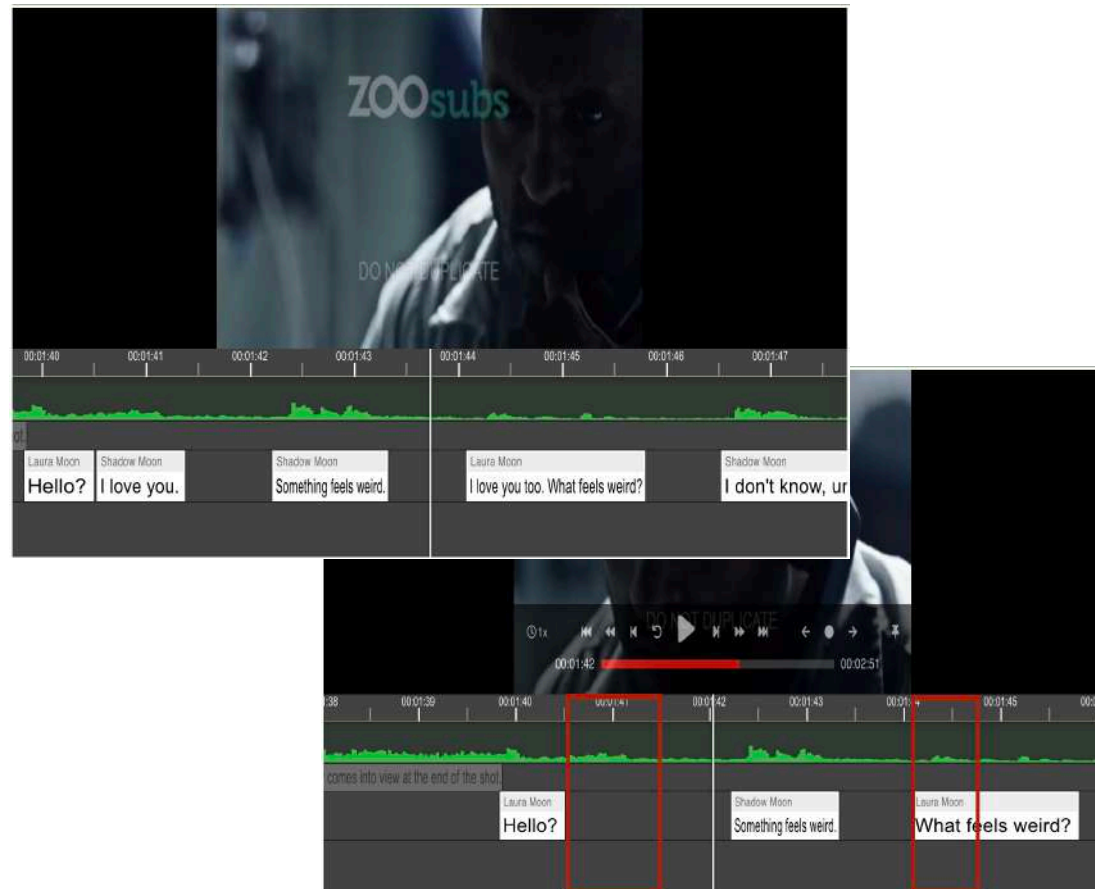


Recent Innovations

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Delta – automated differencing of video versions

- *Delta* fingerprints video and automatically determines the differences between versions
- Changes in each video version are adopted by our platforms seamlessly



Recent Innovations

Secure video delivery

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- We have developed our own secure video streaming platform
- This is built in to all our cloud services
- Real-time watermarking of video assets with the details of the translator or voice artist
- Encryption of assets

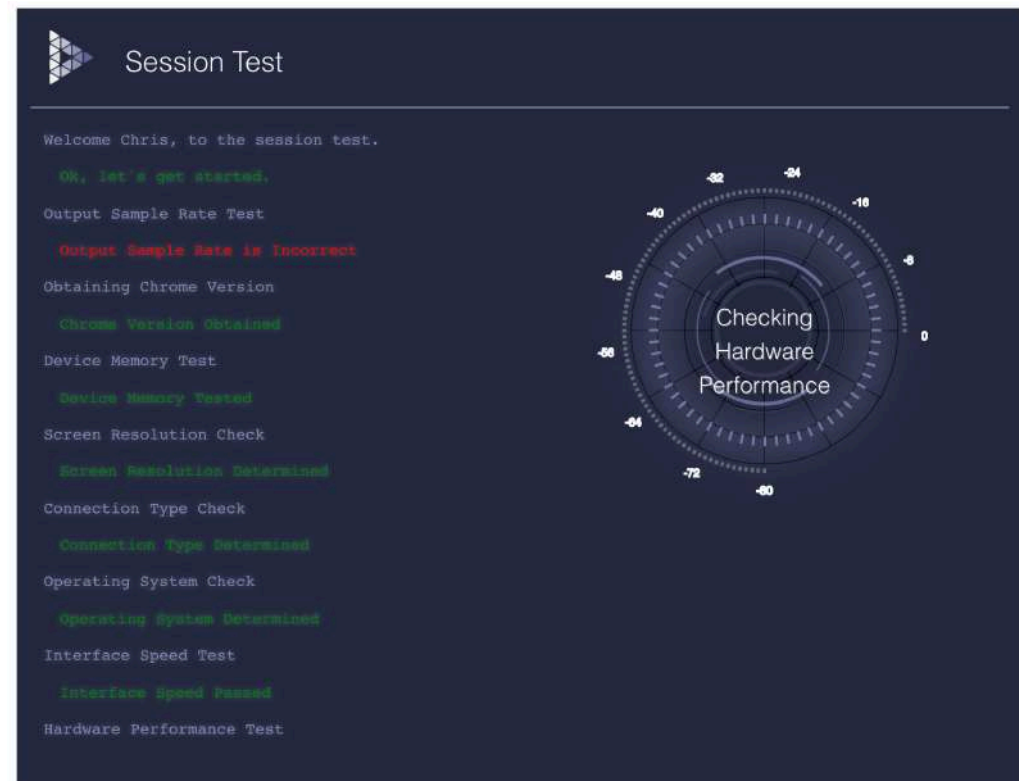


Recent Innovations

Recording session environment validation

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- Deals with the assurance of *technical* quality of recording sessions
- Benchmarks voice artists' environment for every recording session
- Gathers location, system and equipment information
- Identifies acoustic issues (e.g. background noise, echo)



Recent Innovations

Collaborative recording sessions

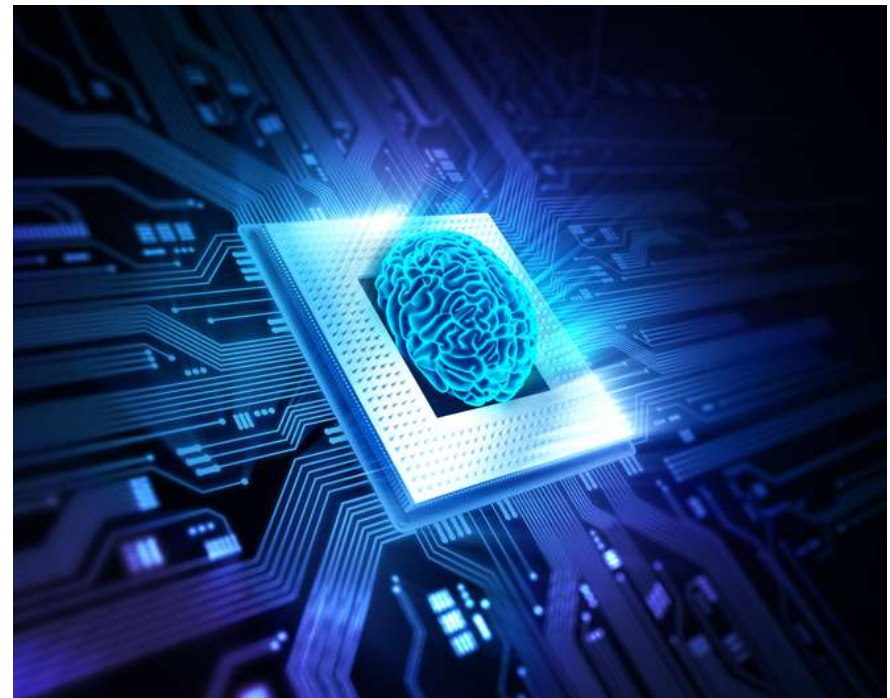
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- Ability to capture all aspects of the dubbing session across multiple locations for a future action replay
- Playback and zoom in to the action from any camera or play everything as a montage
- Benefits many different applications



We have identified multiple opportunities for machine learning to help with the localisation of video content

- Machine translation of dialogue
- Automatic identification of expressions and idioms
- Analysis of recorded audio to provide automated feedback
- Automated voice conversion



Machine translation of dialogue

Mainstream machine translation community is focused on the *literal* translations of text and that just doesn't work for dialogue

Dialogue is complicated and made up of multi-word expressions and idiomatic phrases

Tomaten auf den Augen haben.
“You have tomatoes on your eyes.”

Empurrar com a barriga.
“To push something with your belly.”

Automatic identification of expressions and Idioms

Analysis of how second language speakers acquire the ability to understand idioms and replicating their learning process computationally

Derren Brown 12 CPS
00:01:15.189 - 00:01:18.527 0013

Now, in these aggressively divided times...

Derren Brown ✓ 8 CPS
00:01:23.199 - 00:01:26.671 0014

It's time to bite the bullet!

[Idiom] To get something over with because it is inevitable

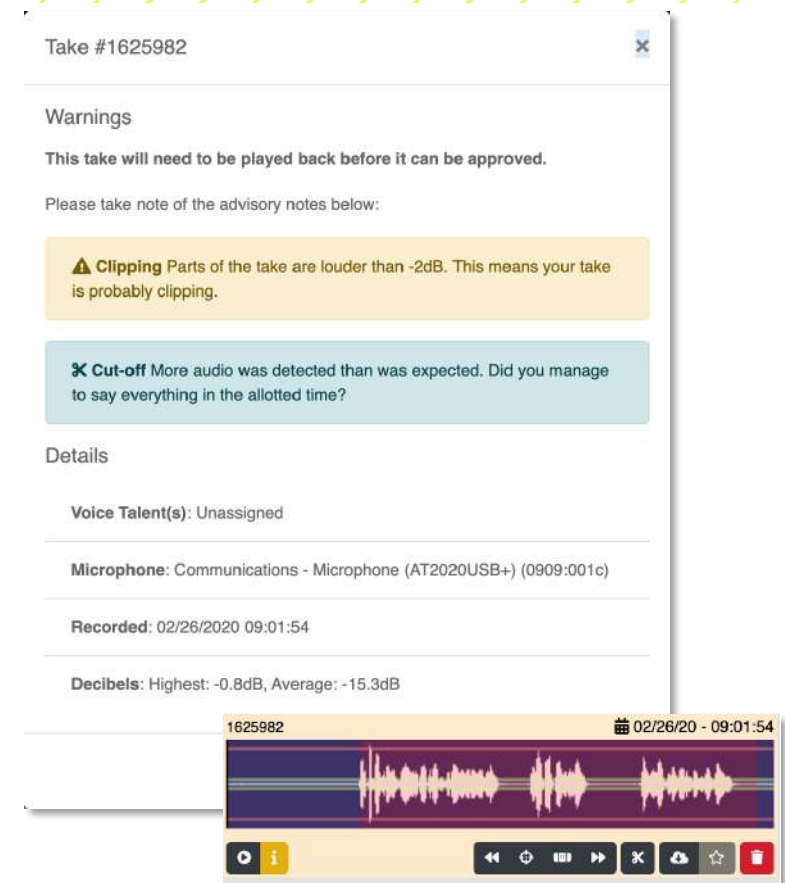
Derren Brown 13 CPS
00:01:27.799 - 00:01:30.247 0015

I want to try and create a hero.

Automated guidance of voice talent

Automated qualitative feedback for remotely located voice artists based on analysis of recorded takes

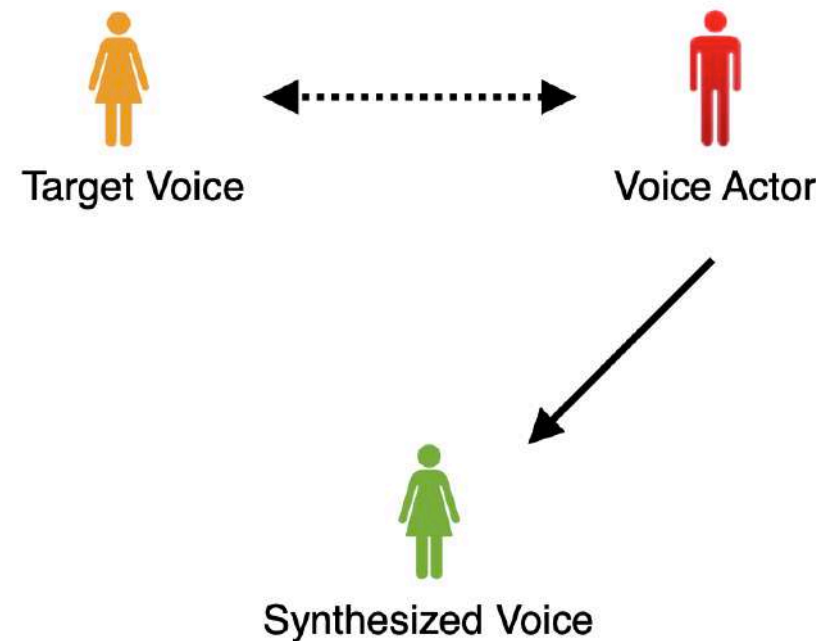
Enhances productivity of voice talent, reduces the need for 'pick-ups' and shortens time to complete projects



Automated voice conversion

Automated technology which allows one actor to play a range of alternate roles by automatically altering the voice to produce new distinct character voices

Applications in multiple areas, particularly in replicating children's voices which are harder to source and more legally complicated to engage



Technology enabled services

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As a team we are constantly learning from this fast-paced industry and creating technology that strengthens our competitive advantage

We continue to innovate and push the boundaries of what is possible in the media localisation industry

We employ the best minds from industry experts and academia to help us move the media localisation industry forward



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Stuart Green

CEO, ZOO Digital

Wrap up



Summary and key take-aways:

ZOO has a significant growth opportunity

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- Media localisation is a significant and high value segment
- Global expansion of OTT driving demand for E2E services
- ZOO has created a future-proof solution for dubbing
- ZOOdubs used to produce dubs for major media companies
- COVID-19 has exposed the shortcomings of traditional dubbing
 - ZOO anticipates significant H1 growth YoY in dubbing sales
- Growth in dubbing should drive growth across service lines
 - In FY21 Q1, value of ZOOdubs projects more than 3x prior year



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Q & A



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