

ME Group International plc
Unaudited results for the six months ended 30 April 2024



2024 Interim Results

July 2024



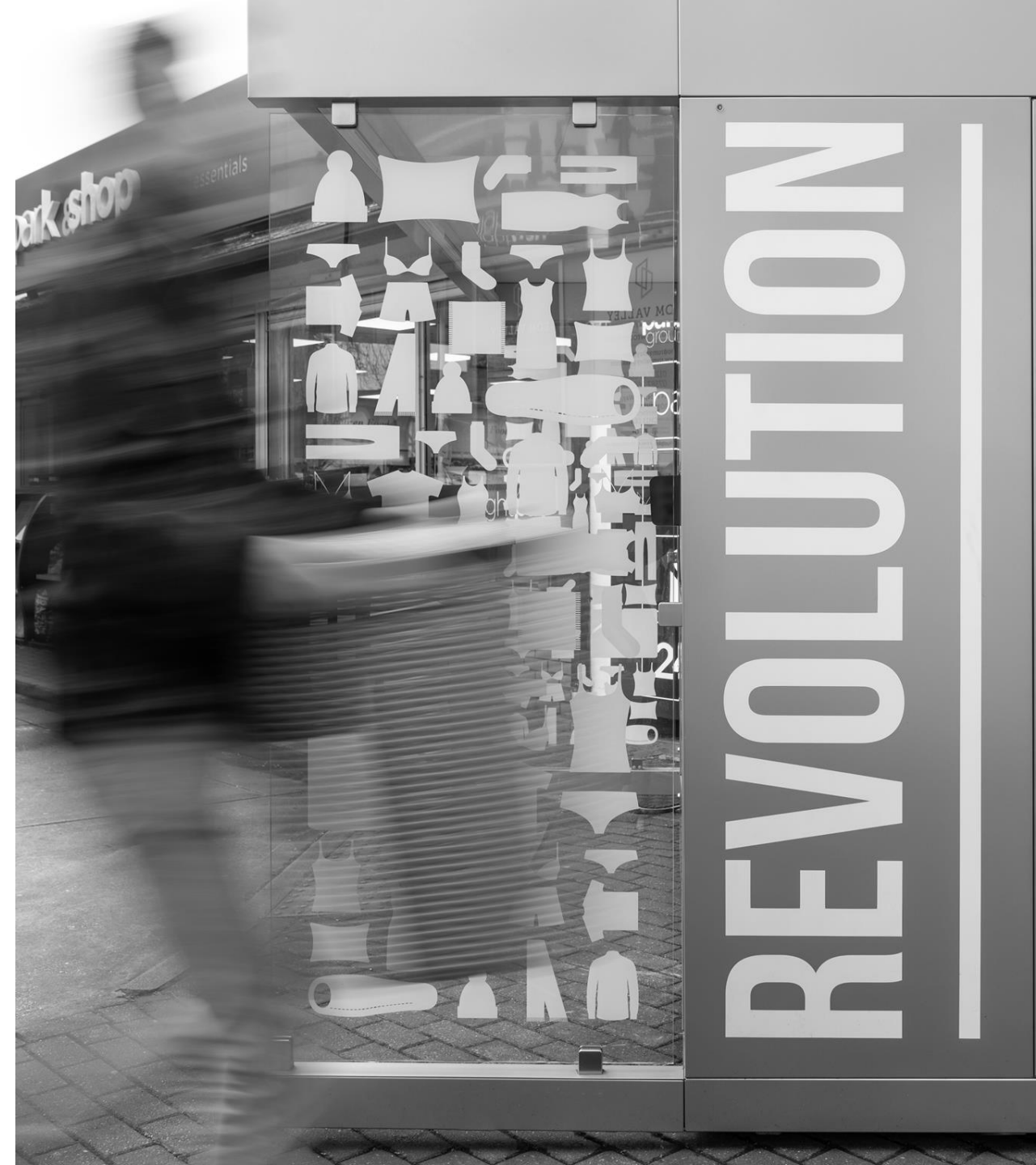
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H1 2024 Highlights

- Continued positive financial and strategic progress
- Strong performance for Wash.ME, with a record 420 Revolution laundry machines installed
- Photo.ME business performance remains robust
- Continued expansion across established partnerships in high footfall locations
- Highly cash generative, supporting shareholder returns and future growth
- Interim dividend up 16.2%
- Strong balance sheet to support future growth



REVOLUTION

parktey

ME
GROUP

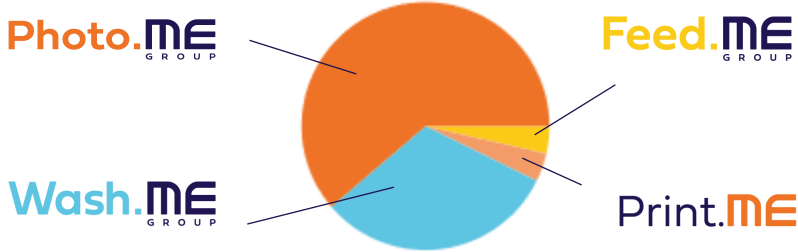
ME Group – at a glance

parkgarage group est.1979
24 HOURS
park&shop
STARBUCKS
parks VAPE
1 HR
licence

REVOLUTION LAUNDRY
LAUNDERETTE
DRY20KG
WASH20KG
WASH9KG
LARGE VOLUMES
REVOLUTION

park&shop
CALOR
CALOR
Big Return

REVENUE SPLIT BY BUSINESS AREA



Business overview

The Group operates, sells and services a wide range of instant-service vending equipment, primarily aimed at the consumer market.

Established operational network across three core geographies:

- Continental Europe (our largest region)
- UK & Republic of Ireland
- Asia Pacific

Vending machines in operation

47,945

no. countries in which we operate

18

R&D Centres

2

FOUR PRINCIPAL BUSINESS AREAS

CORE

Photo.ME
GROUP

Photobooths with integrated biometric photo identification solutions

Wash.ME
GROUP

Unattended 24/7 laundry services and launderettes

ANCILLARY

Print.ME

High-quality digital printing kiosks positioned across Europe

Feed.ME
GROUP

Vending equipment for the food service market

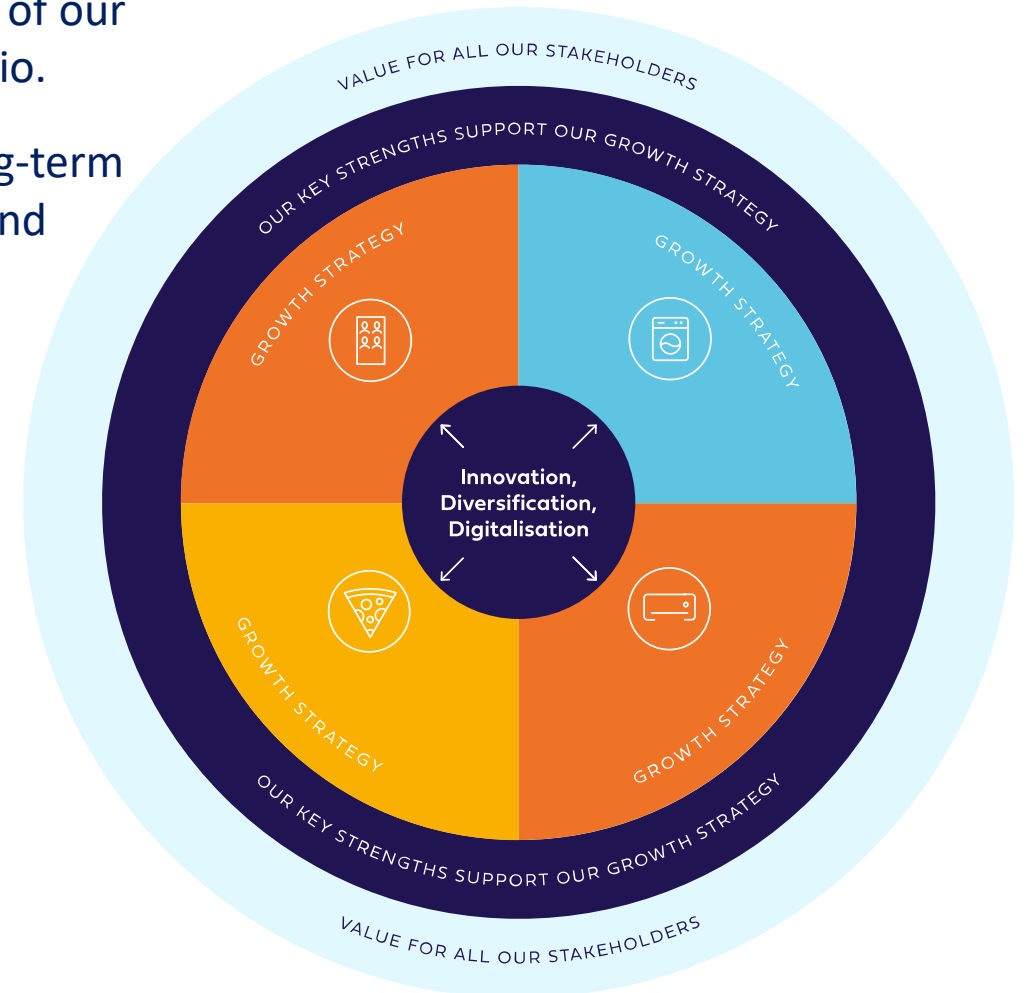
OUR PURPOSE is to create eco-responsible local services that make everyday life easier

Business model and key strengths

Technological innovation and digital transformation sit at the core of our business strategy, with a focus on diversifying our product portfolio.

Long-standing partnerships with site owners and utilisation of long-term contracts ensure consistent and solid recurring revenue streams and revenue visibility.

1. Predictable and stable cash flows	4. International footprint and diversity of services offered	7. Established network of skilled field engineers
2. Industry-leading technology capabilities and proven track record	5. Competitively priced, high- quality services with a focus on consumer experience	8. Value for all our stakeholders
3. Long-term partnerships and contracts with high-footfall site owners	6. A market leader with more than 60 years of industry expertise	9. Sustainability with focus on societal responsibility, social commitment, environment



Financial Review

Key Financials

REPORTED REVENUE



Strong performance driven by growth in laundry and photobooth operations

Revenue growth of 4.6%, up 8.6% excluding FX impact²

EBITDA¹



EBITDA increased by 11.1%, up 14.8% excluding FX impact²

- EBITDA margin was 34%

PROFIT BEFORE TAX



Profit before tax increased by 10.3%, up 13.6% excluding FX impact²

- Profit before tax margin was 19.9%

¹ EBITDA is profit before depreciation, amortisation, non-operating income/expense and finance cost and income

² Change excluding the impact of foreign exchange rate; Japanese yen decreased 15% in value against pound sterling (average rate of exchange used in H1 2024 was Yen/£ 187.64 vs H1 2023: 163.16); euro decreased 2.2% in value against pound Sterling (average rate of exchange used in H1 2024 was €/£ 1.138 vs H1 2023: 1.163)

Key Financials

CASH GENERATED FROM OPERATIONS



Highly cash-generative, with cash generated from operations up 13.3%, up 19.0% excluding FX impact²

GROSS CASH



Movement in gross cash primarily due to loan repayments of £14.9 million in H1 2024 and £14.7m in H2 2023, shareholder dividend payments and investments in future growth

NET CASH¹



¹ Net cash excludes investments in convertible bonds (£3.7m) and lease liabilities (£10.6 million)

² Change excluding impact of foreign exchange rate

Earnings per share and dividend

DILUTED EARNINGS PER SHARE



INTERIM DIVIDEND PER SHARE



Diluted Earnings per share increased by 11.9%

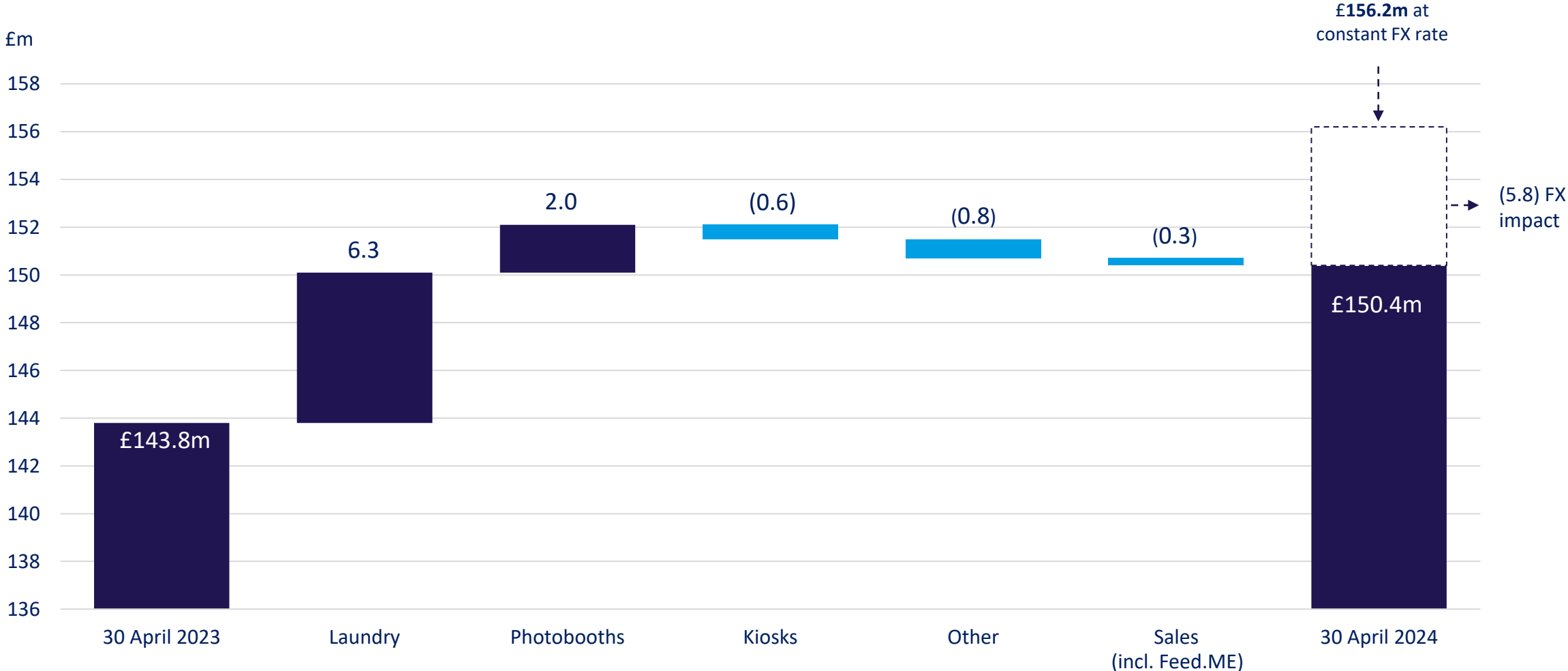
- +16.8% excluding FX impact¹

Interim dividend increased by 16.2% to 3.45 pence per share

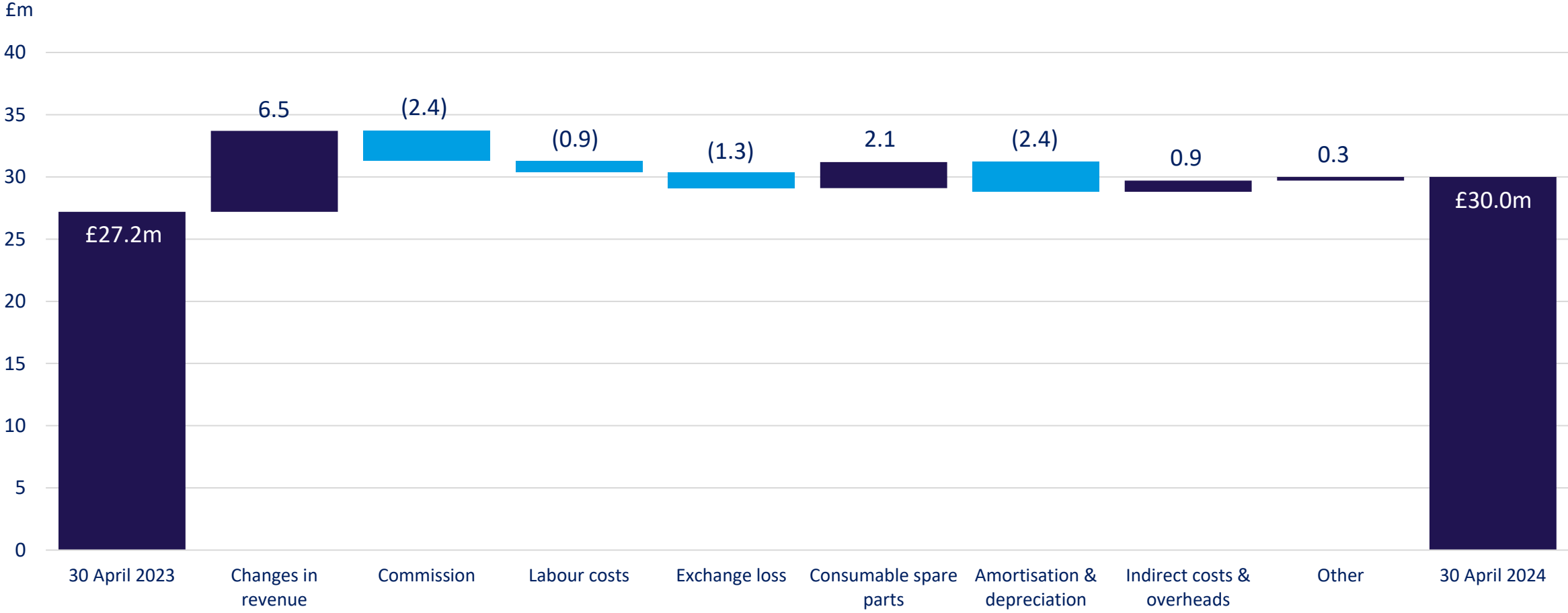
Dividend policy seeks to pay annual dividends in excess of 55% of annual profits after tax, subject to capital requirements

- 1/3 interim dividend
- 2/3 final dividend

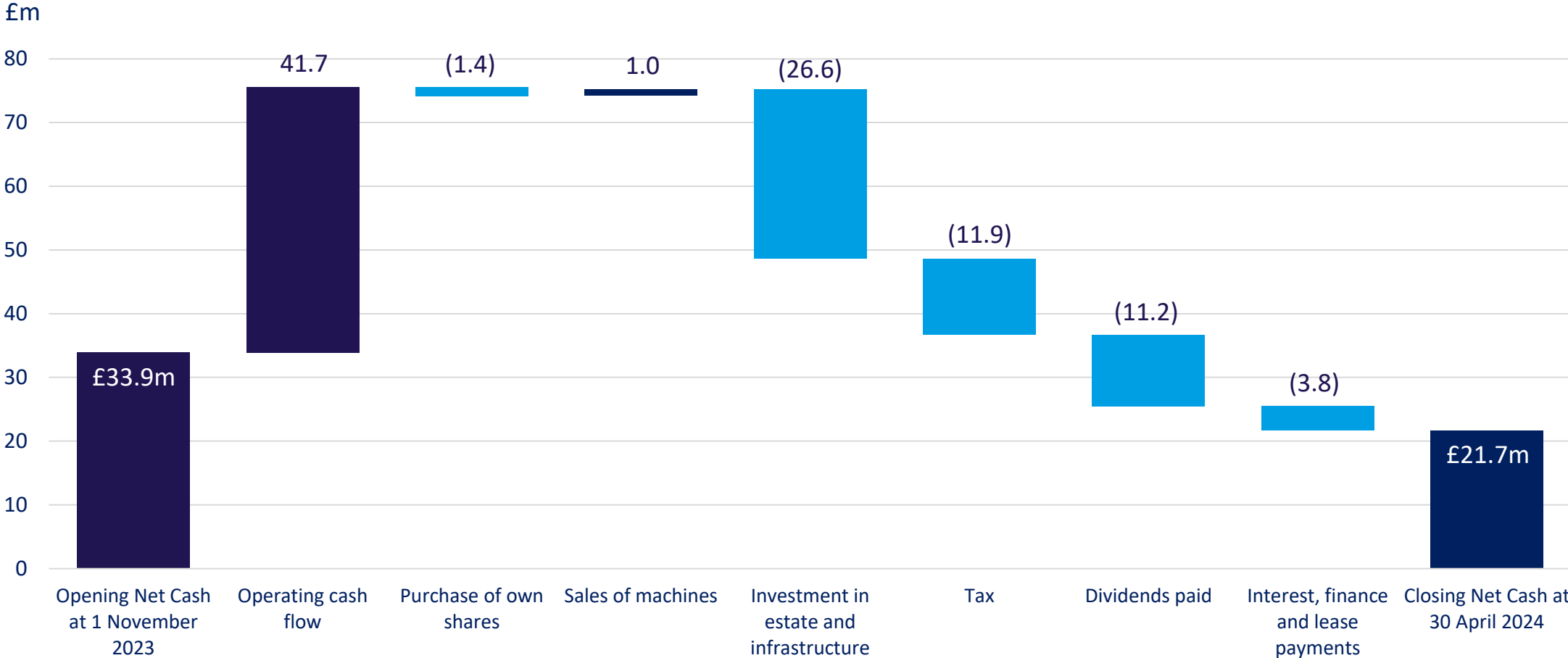
Revenue bridge



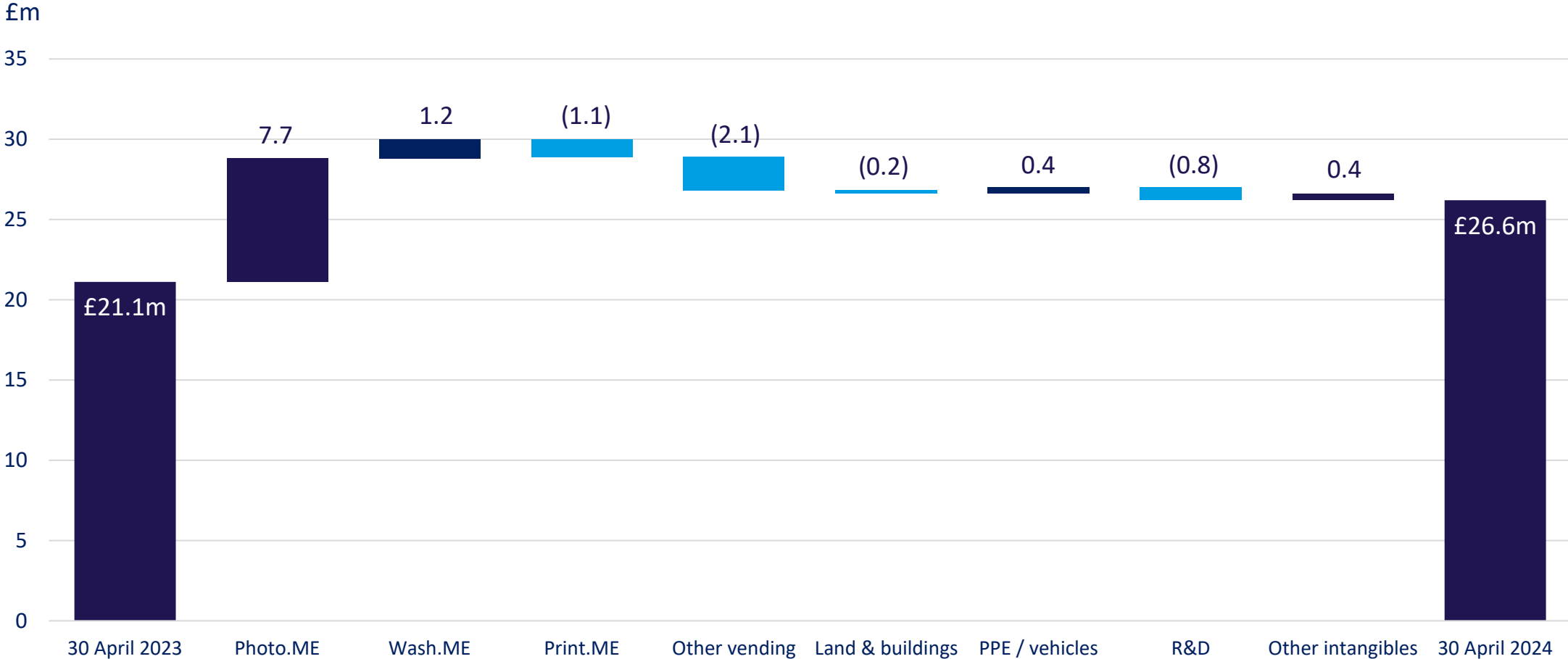
Profit before tax bridge



YTD net cash movement bridge

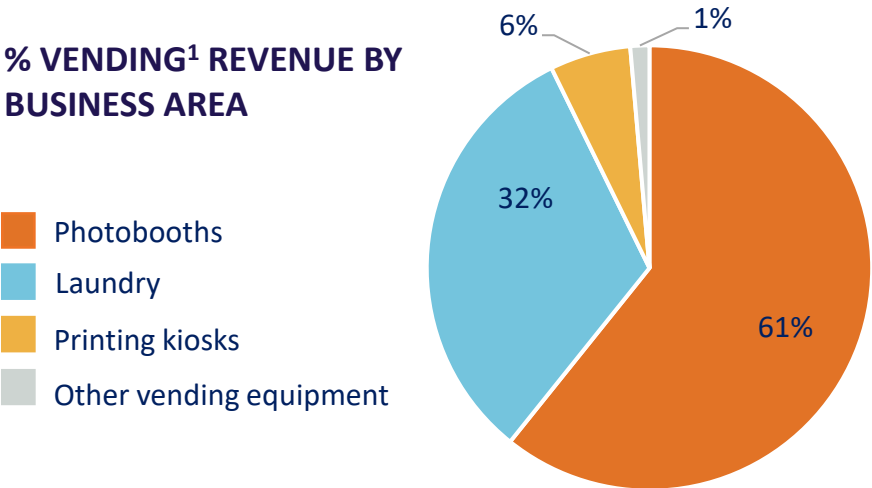


Capex bridge



Continental Europe

% VENDING¹ REVENUE BY BUSINESS AREA



REVENUE



OPERATING PROFIT



Countries of operations²

10

Number of Vending units

26,564

% of total Group vending units

55.4%

Revenue grew by 5.2% and contributed 65.4% of total Group revenue

- Total revenue³ from Wash.ME up 17.3%, driven by expansion, with 282 machines installed in H1 2024, and demand for services
- Photo.ME vending revenue up 1.9% reflecting robust demand

Operating profit was broadly flat at £21.0 million, which included an increase in depreciation of £2.3 million resulting from capital investment in new machines. Operating margin was 21.4%

- Operating profit was +1.9% excluding FX impact⁴

¹ Vending revenue is revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services. This has previously been referred to as operating revenue

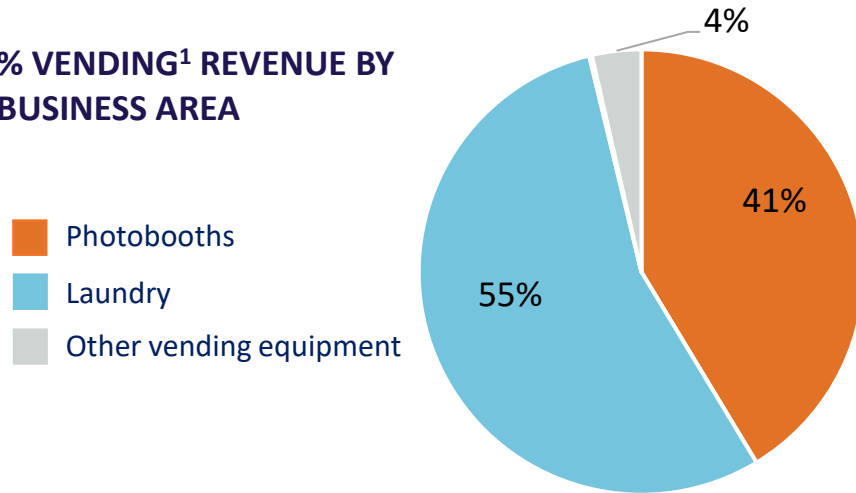
² Austria, Belgium, Finland, France, Germany, Italy, Netherlands, Portugal, Spain, Switzerland

³ Revenue from the operation of laundry machines plus revenue from the sale of laundry machines

⁴ Change excluding impact of foreign exchange rate

United Kingdom & Republic of Ireland

% VENDING¹ REVENUE BY BUSINESS AREA



Countries of operations

2

Number of Vending units

6,357

% of total Group vending units

13.3%

REVENUE



OPERATING PROFIT



Revenue was down 1.9% and contributed 17.1% of Group revenue

- Revenue down 1.5% excluding FX impact² on Irish operations
- Total revenue³ from Wash.ME up 16.4%, with 141 machines installed in H1 2024
- Photo.ME vending revenue down following the loss of one key account during 2023

Operating profit increased by 28.6%, reflecting delivery of cost efficiencies. Operating margin improved to 28.0%

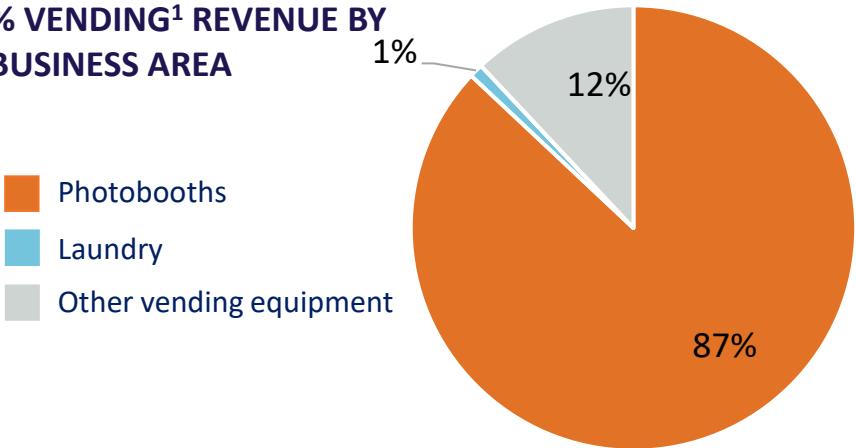
¹ Revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services. This has previously been referred to as operating revenue

² Change excluding impact of foreign exchange rate

³ Revenue from the operation of laundry machines plus revenue from the sale of laundry machines

Asia Pacific

% VENDING¹ REVENUE BY BUSINESS AREA



REVENUE



OPERATING PROFIT



Countries of operations²

5

Number of Vending units

15,024

% of total Group vending units

31.3%

Revenue grew by 9.1% and contributed 17.6% of total Group revenue

- Photo.ME vending revenue up 13.0%, driven by the acquisition of 3,611 photobooths in Japan in September 2023 Excluding FX impact³ revenue was up 24.8%
- 475 fresh fruit juice vending machines installed to date, primarily in Japan

Operating profit was £3.3m and operating margin was 12.5%

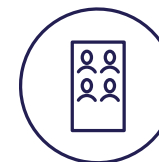
- Operating profit +£0.5m excluding FX impact³

¹ Revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services. This has previously been referred to as operating revenue

² Australia, China, Japan, Singapore, Vietnam

³ Change excluding impact of foreign exchange rate

Business Review



Countries of operations

17

Number of Vending units

30,708

H1 2023: 27,275

% of total Group vending units

64.0%

H1 2023: 62.3%

Average revenue per machine³

£2,795

H1 2023: £3,051

% of Group EBITDA

57.2%

H1 2023: 64.4%

EBITDA margin

34.1%

H1 2023: 35.4

VENDING REVENUE¹



Revenue up 2.4% (excluding FX impact up 7.5%), reflecting robust demand in Q1 and a strong performance from photo ID services in Q2, with France and Japan performing strongly

EBITDA



Capex increased significantly, reflecting investment in rollout of next generation photobooths - more than 1,400 installed in H1 2024

CAPEX



EBITDA marginally down; excluding FX impact² was up 2.7%

Plans to install 2,000 to 2,500 next-generation machines by the end of FY 2024 - 8,000 by the end of FY 2025

¹ Revenue earned solely from the operation of photobooths. This was previously referred to as operating revenue

² Change excluding impact of foreign exchange rate

³ Average revenue per machine excluding VAT for the six months to 30 April 2024



Countries of operations

12

Total number of units deployed (owned, sold and acquired)

7,317

H1 2023: 6,239

% of Group EBITDA

41.2%

H1 2023: 39.7%

EBITDA margin

48.0%

H1 2023: 48.0%

TOTAL REVENUE FROM LAUNDRY OPERATIONS¹



TOTAL LAUNDRY EBITDA



Wash.ME is the fastest growing business area by units and EBITDA

Total number of laundry units deployed up 17.3%

Revenue up 16.7% (up 18.8% excluding FX impact²) driven by expansion of Revolution laundry units with 1,078 machines deployed - Like for like³ laundry revenue up 7.5%

Total laundry EBITDA increased by 15.3% and contributed 41.2% of Group EBITDA, up from 39.7% in H1 2023

¹ Revenue from the operation of laundry machines plus revenue from the sale of laundry machines

² Change excluding impact of foreign exchange rate

³ Like-for-like revenue from Revolution laundry machines trading over the six months ended 30 April 2023 and the six months ended 30 April 2024



Number of Revolution machines in operation

5,957

H1 2023: 5,048

% of total Group vending units

12.4%

H1 2023: 11.5%

Average revenue per machine³

£7,171

H1 2023: £7,106

% of Group revenue

27.4%

H1 2023: 24.2%

Strong revenue growth, up 18.4%, reflected expansion of Revolution laundry and consumer demand

Revolution capex increased by 11.1% reflecting purchase and installation cost associated with deploying Revolution machines

A record 420 Revolution machines were installed, at an average rate of 70 per month

More than 21,000 downloads of the Wash.ME app on Android and IOS platforms across Europe, with 75% conversion to registered users

In H2, the planned installation rate is 80-90 machines per month – putting the Group on track to install a record number of machines in FY 2024

VENDING REVENUE FROM REVOLUTION LAUNDRY OPERATIONS



REVOLUTION LAUNDRY CAPEX



³ Average revenue per machine excluding VAT for the six months to 30 April 2024



Countries of operations

8

Number of Vending units

4,635

H1 2023: 4,740

% of total Group vending units

9.7%

H1 2023: 10.8%

Average revenue per machine

£1,110

H1 2023: £1,224

% of Group EBITDA

3.9%

H1 2023: 4.3%

EBITDA margin

38.5%

H1 2023: 34.5%

VENDING REVENUE¹



Revenue decreased by 10.3% (down 8.6% excluding FX impact²) - due to lower demand on old machines

EBITDA



EBITDA remained stable at £2.0m

CAPEX



Capex decreased in line with expectations – in H2 2024, capex expected to increase due to 500 new machine installations planned

Mobile to print capabilities available across the latest photobooth models

¹ Revenue earned solely from the operation of printing kiosks. This was previously referred to as operating revenue

² Change excluding impact of foreign exchange rate



Countries of operations¹

5

Number of freshly squeezed orange juice vending units

475

H1 2023: 404

% of Group EBTIDA

3.1%

H1 2023: 3.5%

REVENUE FROM OPERATING AND SALE OF EQUIPMENT



REVENUE FROM SALE OF EQUIPMENT



EBITDA



Small and profitable business area

Revenue of £5.0 million (H1 2023: £6.4 million) and contributed 3.3% to Group revenue

Total of 475 fresh-juice machines in operation in Japan and Australia – a further 100 installed in H1 2024

EBITDA of £1.6 million (H1 2023: £1.6 million)

In May 2024, the Group sold non-core Sempa business - sale of equipment - for a total cash consideration of €4.6 million to reinvest in core photobooth and laundry operations

¹ The Group operates juice machines in Japan and Australia, leases juice machines in France and Belgium, and operates / sells pizza kiosks in France and the Netherlands



Other vending equipment

Countries of operations¹

12

Number of vending units in operation

6,114

H1 2023: 6,702

% of total Group vending units

13.8%

H1 2023: 15.3%

% of Group Revenue

1.9%

H1 2023: 2.4%

Other vending equipment is made up of two business areas including:

- **Amuse.ME** - self-service traditional amusement and interactive rides offering safe entertainment for children (2,383 machines)
- **Copy.ME** - photocopiers which enable consumers to reproduce physical documents, safely and securely, using the latest technology (3,385 machines)

Accounts for a small portion of Group revenue and profit, therefore not reported on as individual business area

¹ Australia, Austria, Belgium, China, France, Germany, Ireland, Japan, Netherlands, Portugal, Switzerland, United Kingdom



Conclusion

Looking ahead

- H2, the seasonally strongest trading period, has started strongly and the Group continues to see positive trading momentum across its operations
- Wash.ME is on track to deliver a record number of installations in FY2024
- Photo.ME saw strong performance in Q2 to June 2024, with demand for photo ID typically higher in H2
- Continue to capitalise on significant market opportunities for photobooth and laundry services
- Ongoing R&D and technological innovation to further diversify the portfolio
- The Board remains confident the Group will deliver record profitability for the year, in line with current market expectations





ME
GROUP

Making Easy

