

ME Group International plc
Results for the 12 months ended 31 October 2024



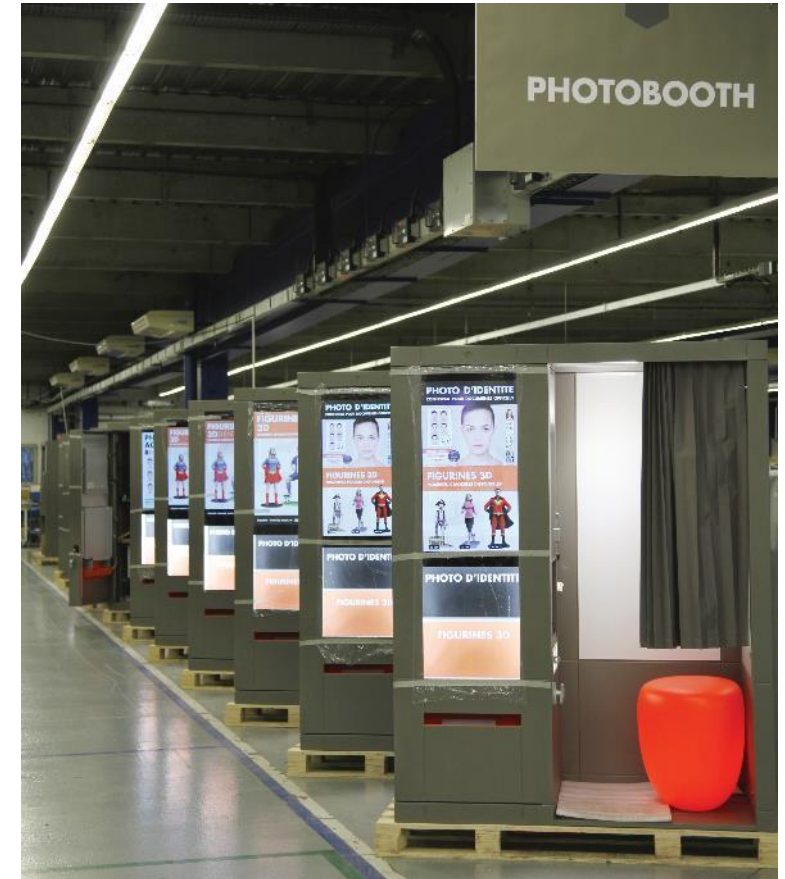
2024 Annual Results

February 2025



Agenda

About us	4
Financial Review	10
Business Review	20
Conclusion	34



2024 highlights

- Another year of record profitability - £73.4 million of Profit before tax
- Rapid expansion of laundry operations across key geographies – a record 1,168 installed (900 net new / 268 relocations)
- Strong cash generation through operations - £107.4 million generated from operations
- Innovation strategy showcased through the launch of new Kee.ME key cutting service
- Return of cash to shareholders with 6.8% increase in total dividend - £29.8 million returned to shareholders
- Record pipeline of machine installations with key strategic partners



About us

Photo-Me

LET'S BE VINTAGE!
ADOPT THE OLD SCHOOL "SO COOL" FORMAT



Photo-Me ME GROUP

APPROVED ID PHOTOS

- Passport
- Driving licence
- Identity card
- Proof of age
- Transport card
- Student card
- Job application
- Club membership

Professional Quality ID Photos
0800 035 6600

Photo-Me™

NEED HELP?
HEAD TO OUR
HELP CENTRE BELOW



help.meigroup.uk



Photo-Me ME GROUP

APPROVED ID PHOTOS

- Passport
- Driving licence
- Identity card
- Proof of age
- Transport card
- Student card
- Job application
- Club membership

Professional Quality ID Photos
0800 035 6600

Business at a glance

ME Group is an international market leader in automated self-service equipment, aimed primarily at the consumer sector.

An established operational network across three core geographies:

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

Vending machines
in operation

48,230

Number of countries in
which we operate

18

R&D
Centres

2

KEY PARTNERSHIPS

Continental Europe



UK & Republic of Ireland



Asia Pacific

COSMOS Pharmaceutical Corporation



Business overview

Core activities are photobooth and laundry operations

Machine estate comprises high-quality and user-friendly design

Focused on maximising return on capital – 18-month return on investment across Photo.ME and Wash.ME

Significant competitive advantage across our key markets

Our key strengths include:

Strong financial position

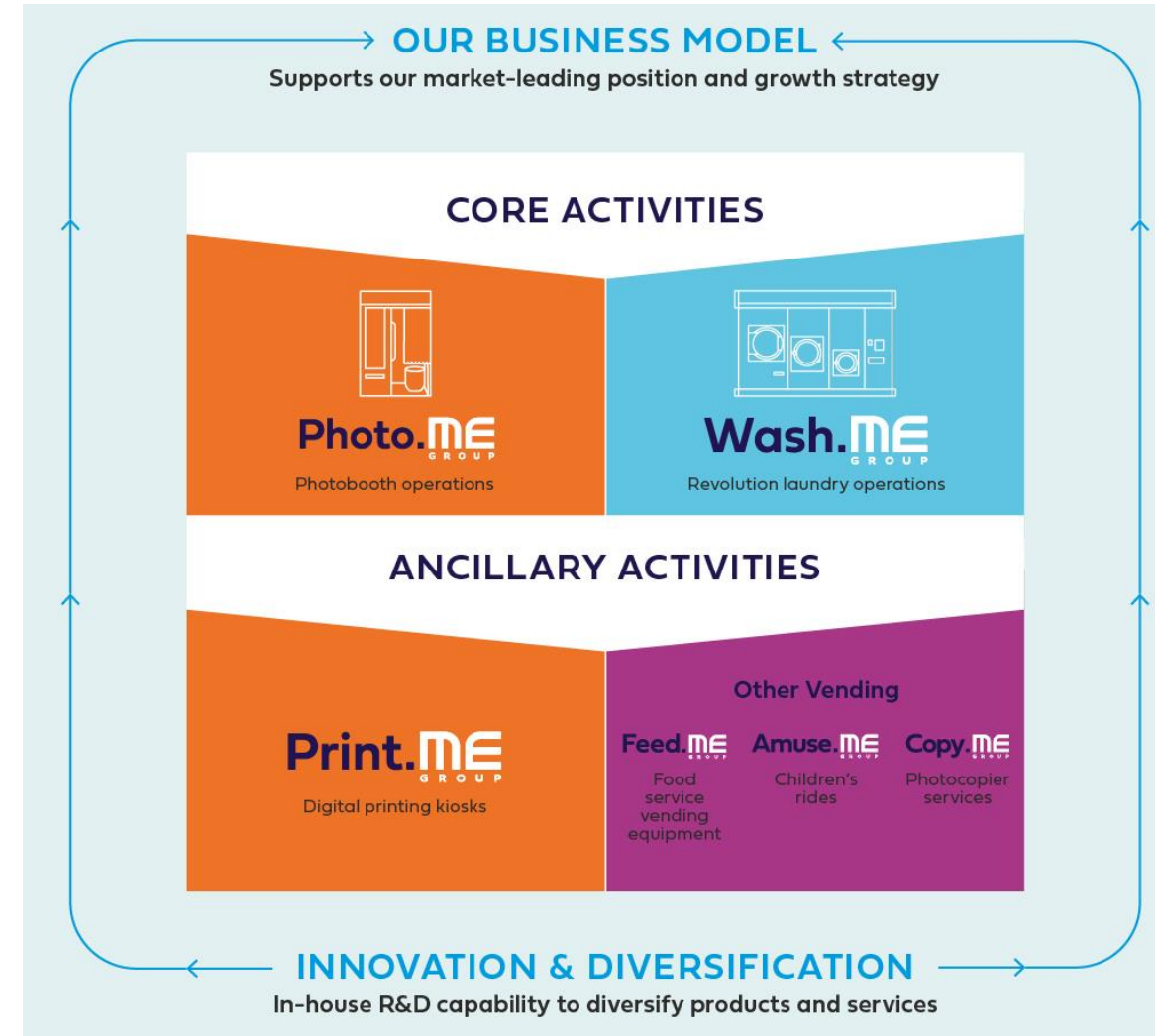
Long-standing site partnerships

Laundry opportunity

Established photobooths estate

Asset lifecycle

Entrepreneurial spirit



OUR PRODUCTS

Photo.ME
GROUP



Wash.ME
GROUP



Print.ME

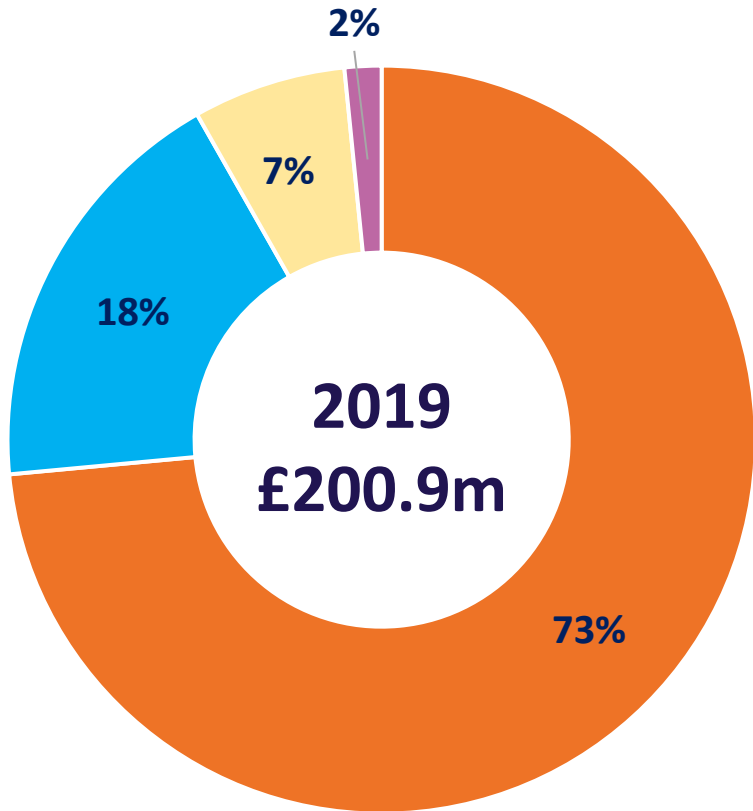


OTHER VENDING

Copy.ME Amuse.ME Feed.ME

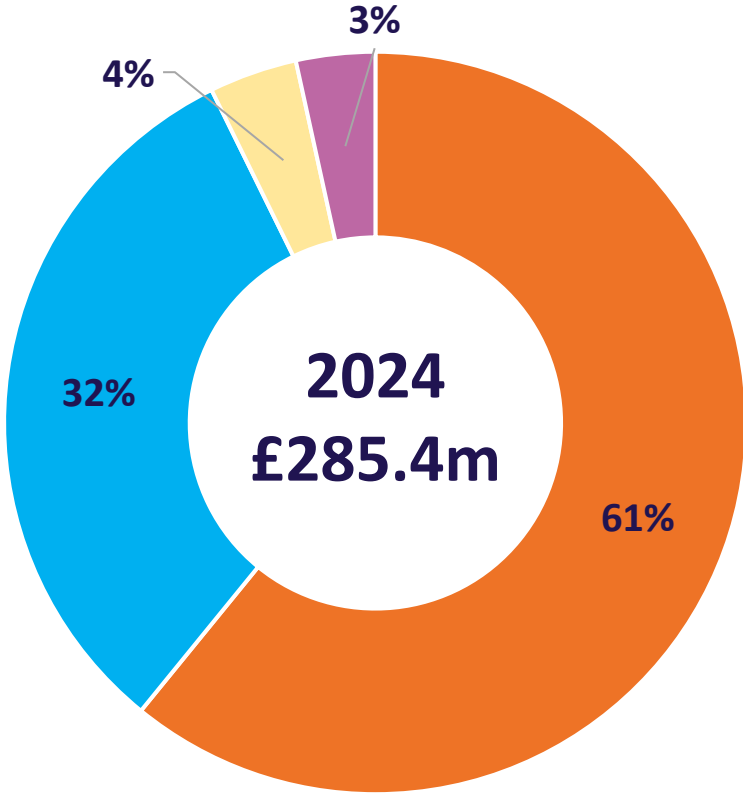


Evolution of business mix – 2019 to 2024

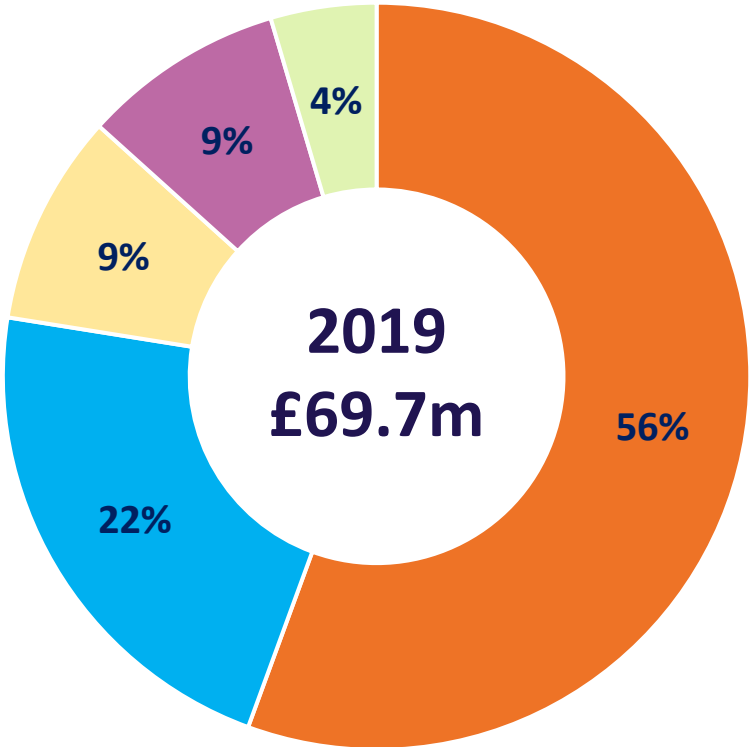


VENDING REVENUE

Revenue from Laundry operations has increased around two and a half times in the last 5 years

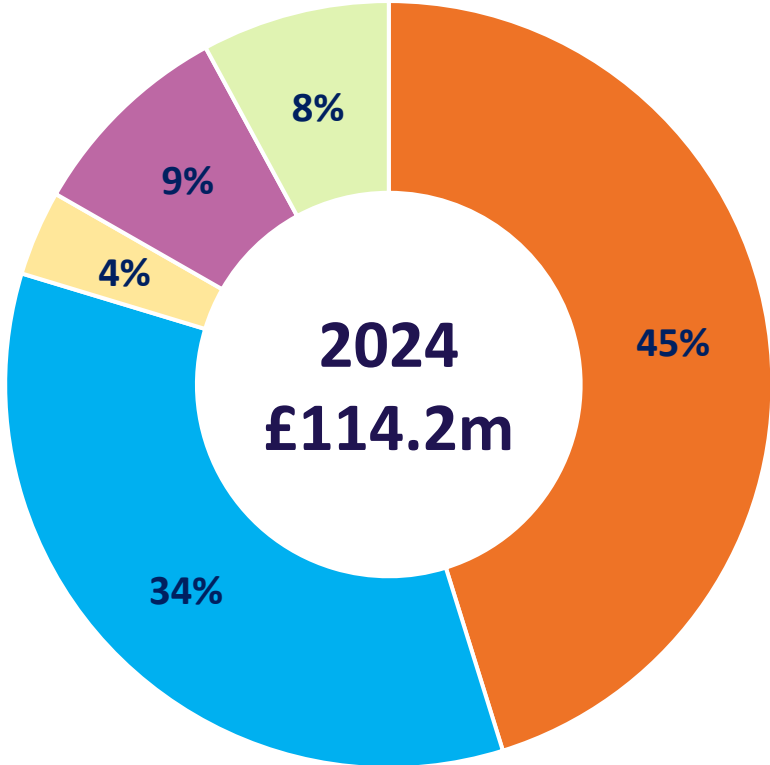


Evolution of business mix – 2019 to 2024



EBITDA

Laundry now contributes to more than a third of Group EBITDA

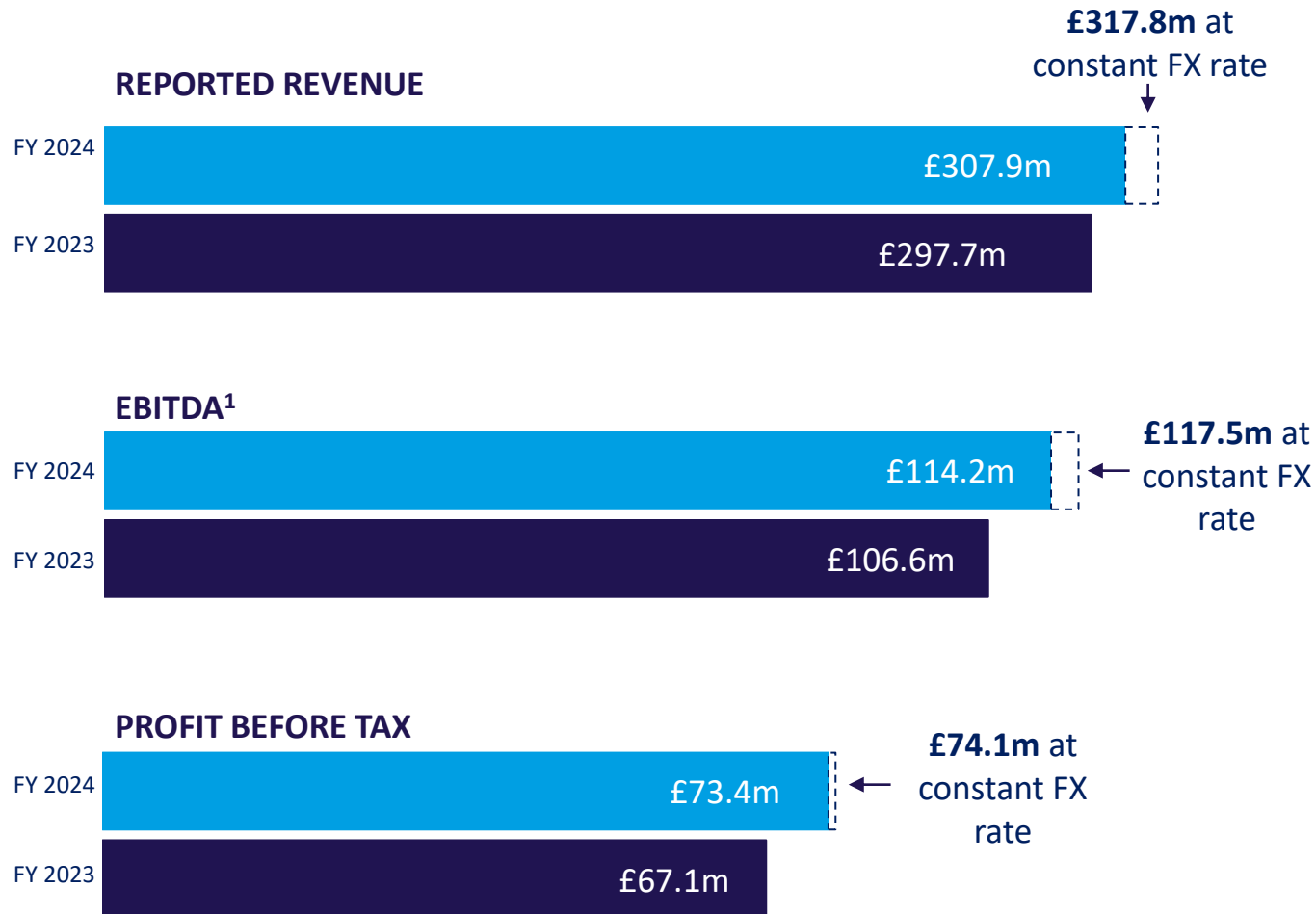


- Photo.ME
- Wash.ME
- Print.ME
- Other vending
- Corporate costs



Financial Review

Key Financials (1)



Robust performance driven by growth in core business areas - Photo.ME and Wash.ME

Revenue growth of 3.4%, up 6.8% excluding FX impact²

EBITDA increased by 7.1%, up 10.2% excluding FX impact²

EBITDA margin improved to 37.1% (2023: 35.8%)

Profit before tax increased by 9.4%, up 10.4% excluding FX impact² - a record profitability

¹ EBITDA is profit before tax, depreciation, amortisation, other net gains/(losses) and finance cost and income

² Percentage change excluding impact of foreign exchange rate

Key Financials (2)

CASH GENERATED FROM OPERATIONS



Highly cash generative business, with £107.4m of cash generated from operations

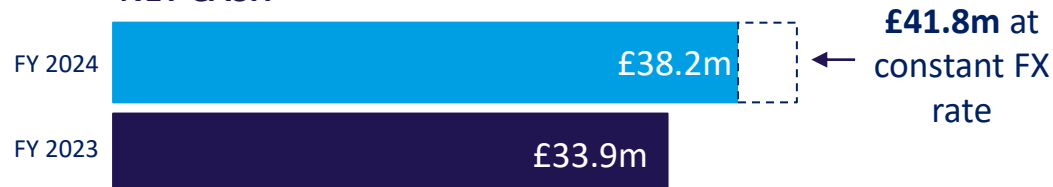
Capex increased by 2.1% on prior year

CAPEX



Gross cash was 22.5% lower, 19.2% lower excluding FX impact², due to capital expenditure of £54.6m, debt repayments of £27.0m and dividends of £27.8m

NET CASH¹



Net cash increased 12.7%, up 23.3% excluding FX impact²

The Group remains well-capitalised and in a strong financial position

¹ Net cash excludes investments in convertible bonds (£3.7m) and lease liabilities (£11.8 million).

² Percentage change excluding impact of foreign exchange rate

Earnings per share and dividend

DILUTED EARNINGS PER SHARE



TOTAL DIVIDEND PER SHARE



Total dividend per share increased by 6.8%, representing 55.3% of the Group's earnings per share

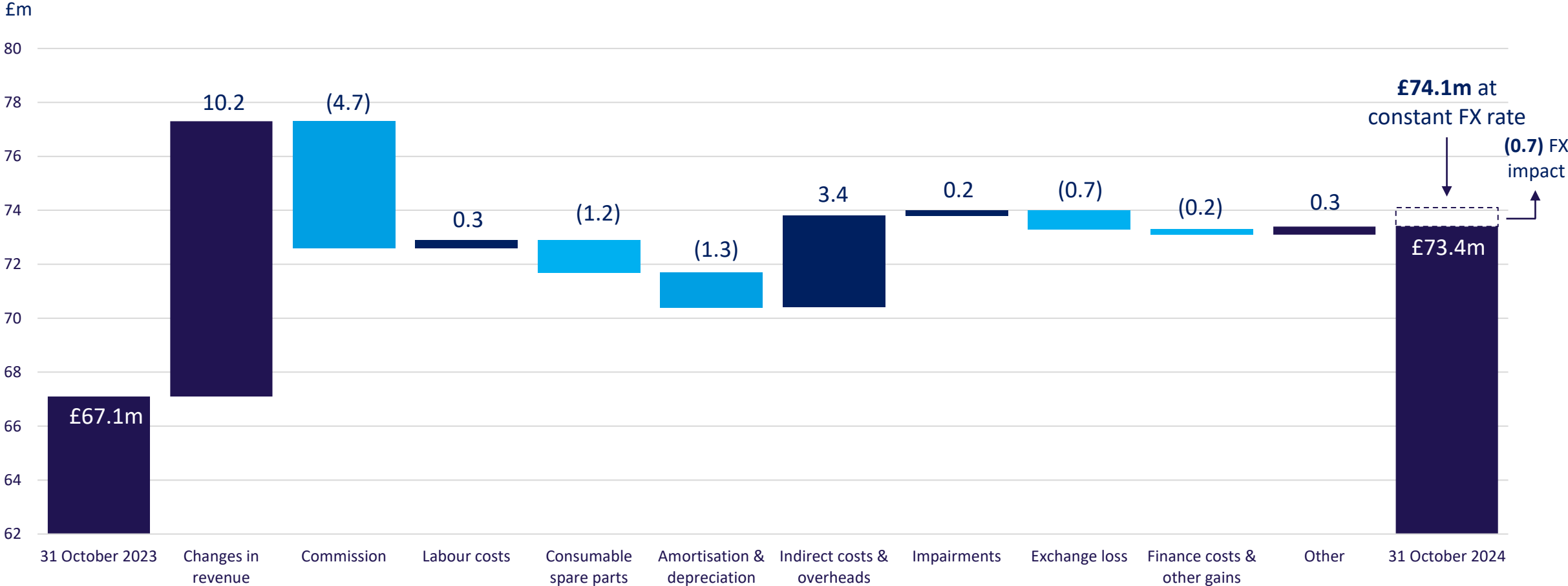
Dividend policy seeks to pay annual dividends in excess of 55% of annual profits after tax, subject to capital requirements

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

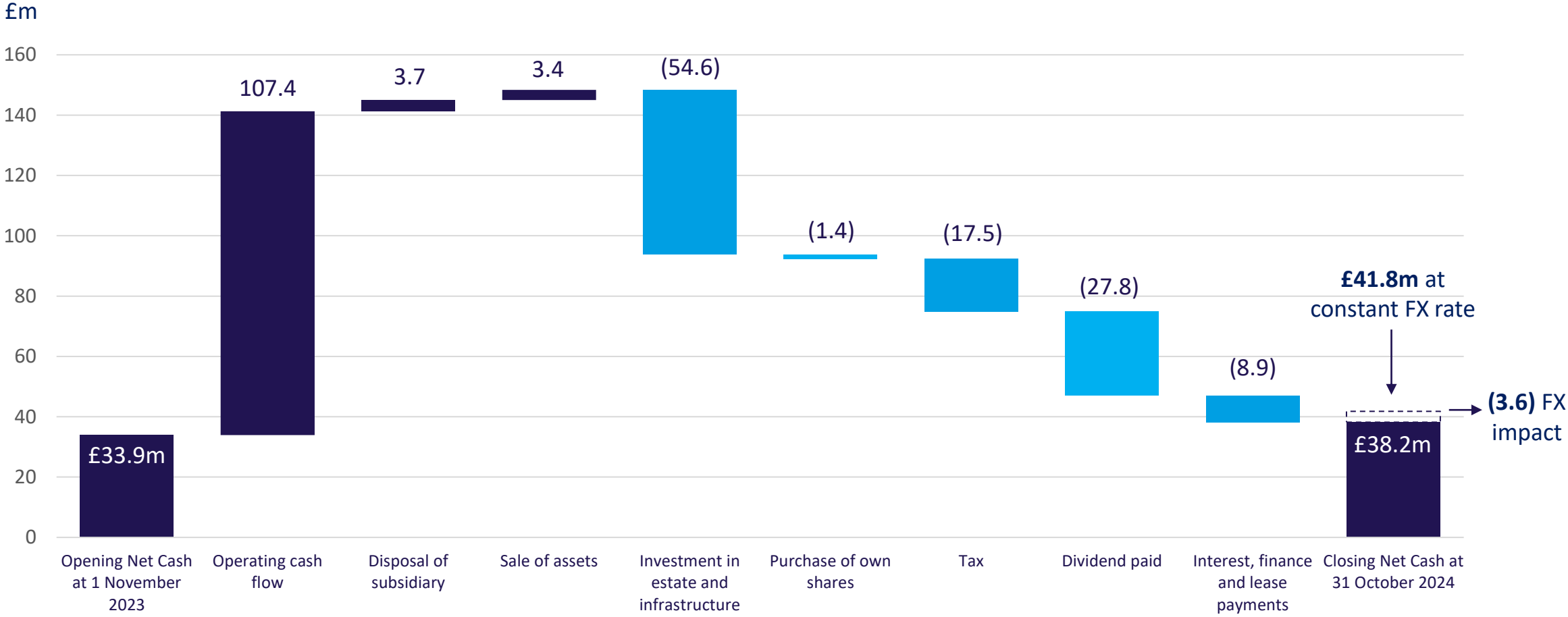
Revenue bridge



Profit before tax bridge



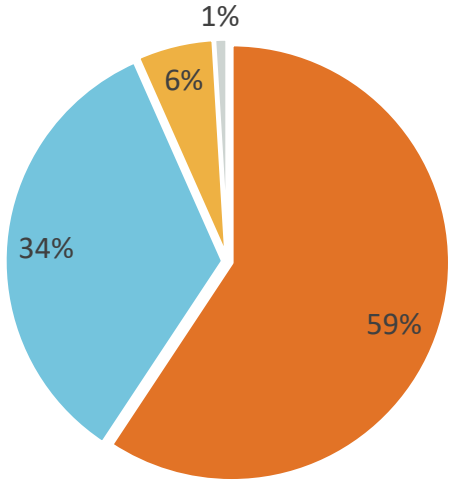
Net cash bridge



Continental Europe

% REVENUE BY BUSINESS AREA

- Photobooths
- Laundry
- Printing kiosks
- Other vending



REVENUE



OPERATING PROFIT



Countries of operations*

11

No. of Vending units

26,909

% of total Group revenue

67.9%

Largest region of operations

Revenue increased by 1.9%, up 3.8% excluding FX impact¹, driven primarily by strong laundry performance

Wash.ME vending revenue up 19.8%, up 22.2% excluding FX impact²

Region contributed 67.9% of total Group revenue

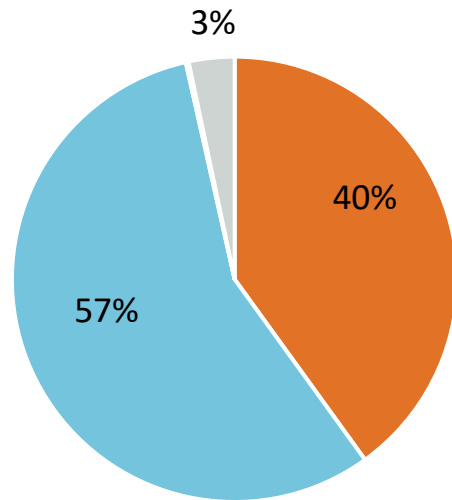
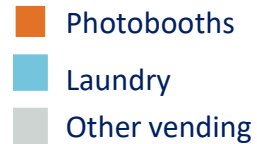
France is a key focus for the next-generation photobooth rollout - 1,200 units installed during 2024

¹ Percentage change excluding impact of foreign exchange rate

* Austria, Belgium, Finland, France, Germany, Italy, Morocco, the Netherlands, Portugal, Spain, Switzerland

United Kingdom & Republic of Ireland

% REVENUE BY BUSINESS AREA



Countries of operations

2

No. of Vending units

6,321

% of total Group revenue

16.0%

Revenue growth of 2.1%, up 2.7% excluding FX impact¹

Performance was driven by laundry performance with Wash.ME vending revenue up 15.4%

1,000th Revolution laundry machine installed in the UK, reinforcing the Group's laundry growth strategy

Photo.ME vending revenue decline due to the end of a contract but this had limited impact on profits

Operating profit increased by 4.8% to £13.0 million

New partnership agreement with Motor Fuel Group and extended agreement with Morrisons

REVENUE



OPERATING PROFIT

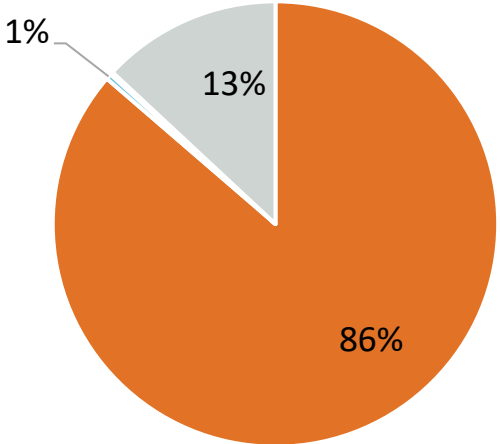


¹ Percentage change excluding impact of foreign exchange rate

Asia Pacific

% REVENUE BY BUSINESS AREA

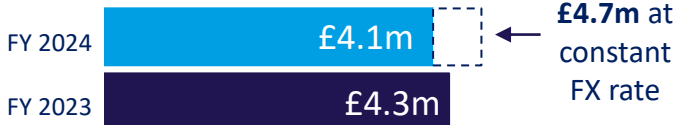
- Photobooths
- Laundry
- Other vending



REVENUE



OPERATING PROFIT



Countries of operations*

5

No. of Vending units

15,000

% of total Group revenue

16.1%

Revenue increased by 12.2%, up 24.6% excluding FX impact¹

Strong photobooth performance following the acquisition in Japan - vending revenue from photobooth up 15.6%

460 freshly squeezed orange juice vending machines in operation across Japan and Australia

Operating profit down 4.7%, however an increase of 9.3% excluding FX impact²

¹ Percentage change excluding impact of foreign exchange rate
 * Australia, China, Japan, Singapore, Vietnam



Business Review

REVOLUTION

20
KG

ME
GROUP

Our growth strategy



Expansion in existing and new geographic territories



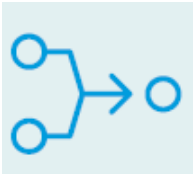
Entering new market segments



New product and technology innovation



Continued expansion and diversification of services



Strategic mergers and acquisitions

Progress in FY 2024

- Launch of 27 photobooths in Australia, the Group's newest region
- Launched Revolution machines in Australia

- Expanded UK Revolution laundry footprint at petrol forecourts
- New partnership with Motor Fuel Group and an extended agreement with Morrison

- New generation of laundry products
- Launch of Kee.ME, our automated key cutting service
- Launch of new Speedlab printing kiosks

- Commenced installation of new proprietary software to photobooths
- New software will upgrade user experience and services across our existing photobooth estate

- Integration of Japanese photobooths estate acquired under FUJIFLM transaction
- Sale of SEMPA SAS to prioritise growth of core activities

SÈCHE 20 KG 3€

LAVE 20 KG 10€

LAVE 9 KG 4€

Core Activities

GROS VOLUMES
COUETTES • COUSSINS • RIDEAUX
HOUSES DE CANAPÉ ET LESSIVES FAMILIALES

Machine N°3

- Lessive Assouplissante Propriété Antirugineuse
- Alerte 300S pour prévenir avant la fin du cycle LAVAGE
- Lavage rapide (55 min) et séchage à partir de 1 heure
- Lock-Door sécurisée
- Service Clientèle 7/7 - 9h-24h 09 79 82 32 47
- Abonnés de proximité dans 5
- Prélavage facile pour le linge délicat
- Assouplissant Facile à transporter partout
- Assouplissant Réduit les risques de brûlures et d'irritations cutanées

MODE DÉMARRER

1. Vérifier les problèmes de vos vêtements
2. Mettre votre linge dans la machine choisie
3. Régler pour le linge ou le type de produit, elle est indiquée.
4. Fermer la porte
5. Programmer votre cycle ou laisser la machine choisir
6. Appuyer sur le bouton START de la machine choisie

RECOVER REVOLUTION LAUNDRY SOLUTIONS

Machine N°1

Machine N°2

Machine N°3

Machine N°4

Machine N°5

Machine N°6

Machine N°7

Machine N°8

Machine N°9

Machine N°10

Machine N°11

Machine N°12

Machine N°13

Machine N°14

Machine N°15

Machine N°16

Machine N°17

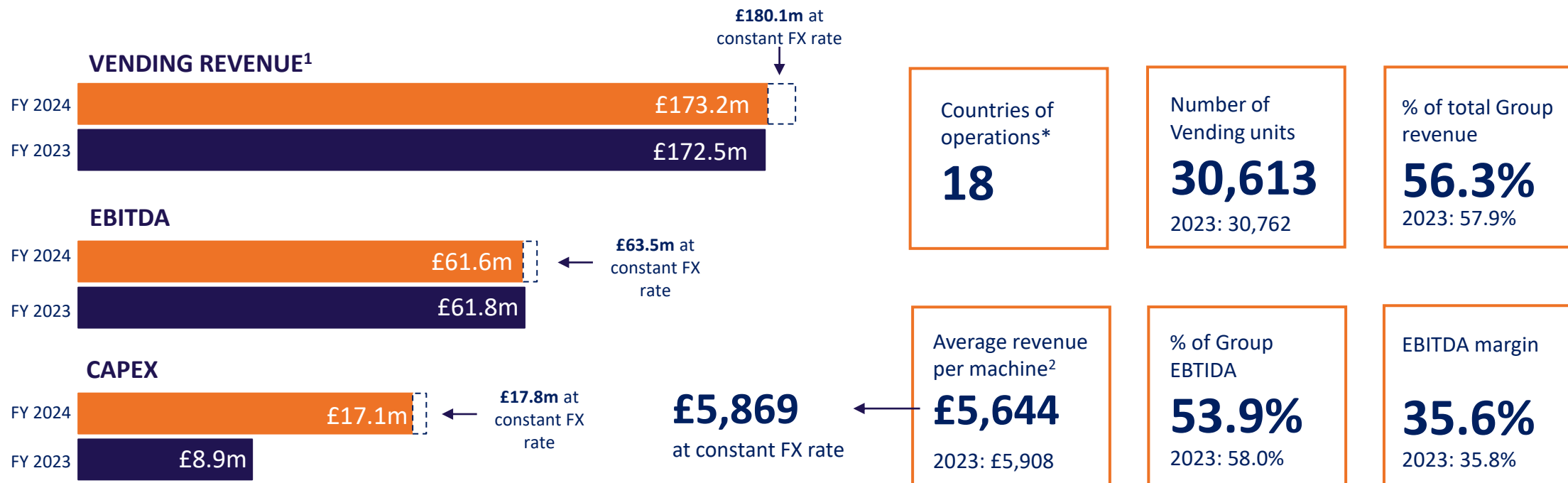
Machine N°18

Machine N°19

Machine N°20

Integrated biometric photo identification solutions

A global leader in the photobooth market for instant photo ID, portraits and fun photographs



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

² Average revenue per machine excluding VAT for the 12 months to 31 October 2024

* Australia, Austria, Belgium, China, Finland, France, Germany, Ireland, Italy, Japan, Morocco, the Netherlands, Portugal, Singapore, Spain, Switzerland, United Kingdom, Vietnam

Asia Pacific delivered the strongest revenue growth reflecting the enlarged estate – UK & Republic of Ireland decline due to end of high commission contract

Capex supported the rollout of next-generation photobooths & replacing older machines in high-footfall locations

1,980 next-generation photobooths installed in France to date

Plans to invest £10.0 million to £12.0 million during 2025 –focused on replacing old machines



Rollout of next-generation photobooths

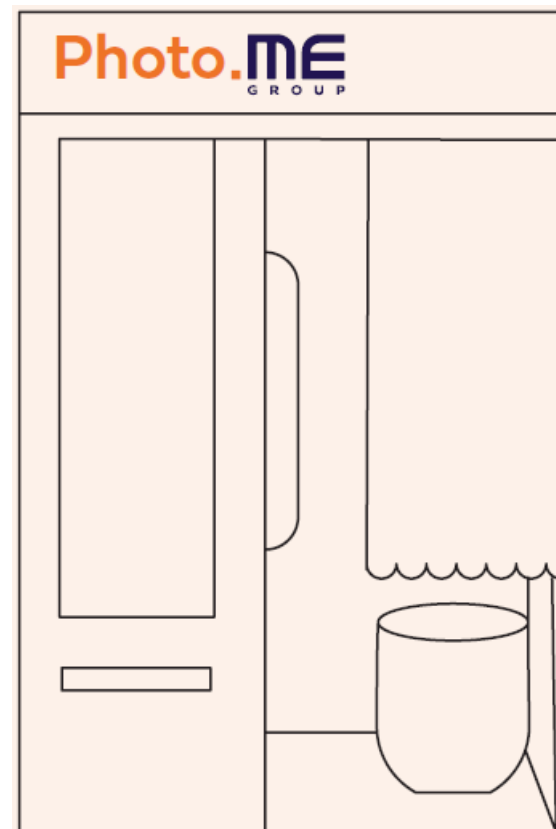
Multifunctional booth providing a range of services in addition to our core photo ID product.

1,980 next-generation photobooths installed at 31 October 2024

Capital expenditure for photobooths was £17.1 million, with target return on investment of 18 months

Plans to install 8,000 next-generation photobooths by the end of FY 2027

Installation of new cloud-based proprietary software to upgrade to existing photobooth estate - target installations: 3,200 machines in France in 2025, followed by a Europe-wide deployment to a further 3,200 machines in 2026, the remainder in FY 2027



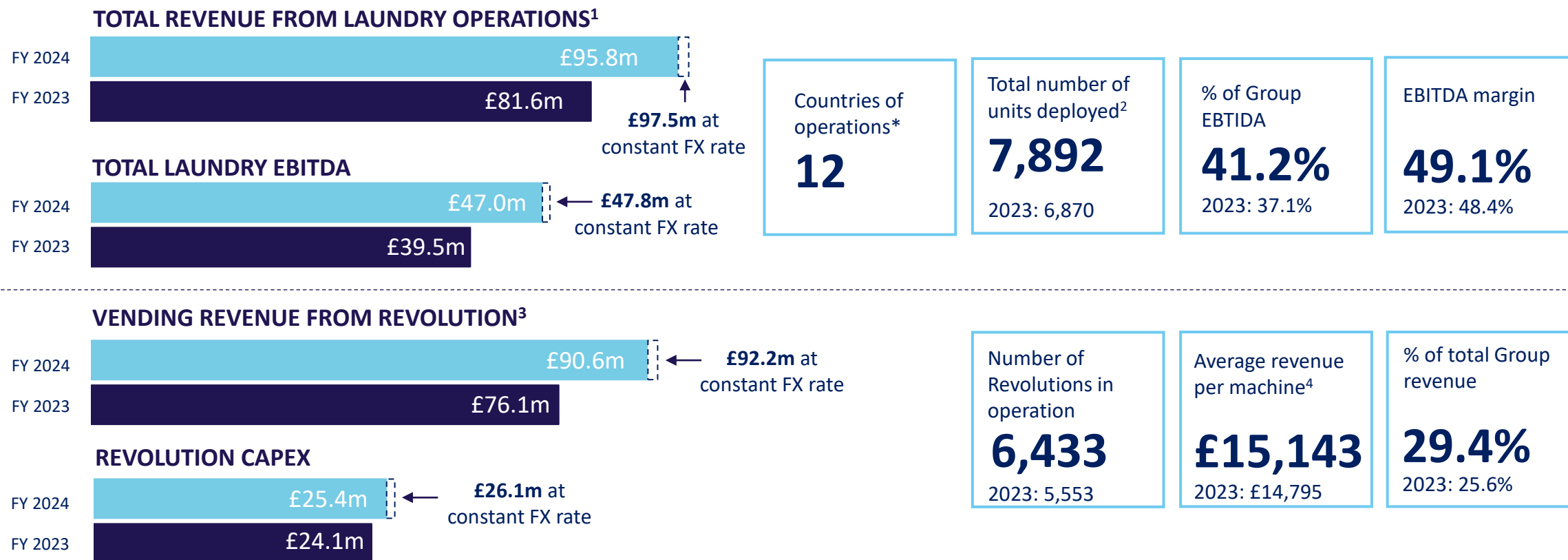
Features include:

User personalisation services, using A1 and photo filter technology for fun images

Photo ID for official documentation with secure upload technology

'Mobile to print' functionality for photographs

Unattended 24/7 laundry services and launderettes
Large-capacity, energy-saving rapid self-service laundry service



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

² Owned, sold and acquired

³ Vending revenue is revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services

⁴ Average revenue per machine excluding VAT for the 12 months to 31 October 2024

* Austria, Belgium, China, France, Germany, Ireland, Japan, the Netherlands, Portugal, Spain, Switzerland, United Kingdom

Revolution laundry operations

Operated 6,433 Revolution machines at 31 October - record 1,168 Revolution machines installed in 2024, including 900 net new units and 268 relocations

Plans to install c.1,200 net Revolution laundry machines in 2025

Planned investment of £28.0 million to £32.0 million in 2025, with a target return on investment within c.18 months





Motor Fuel Group (“MFG”), the UK’s largest independent forecourt operator.

Largest single-client non-franchised deal for Wash ME to date

ME Group will install and operate up to 300 Wash. ME Revolution laundry machines across MFG sites over the next five years



Morrisons, one of the UK’s largest supermarket chains, with more than 490 sites nationwide.

Extended existing relationship with a key strategic partner WM Morrisons Supermarket Limited (“Morrisons”) under which ME Group operates 488 photobooths, 424 children’s rides and 37 Revolution laundry machines at Morrisons locations in the UK.

Under the new five-year contract, ME Group will install at least 200 Revolution laundry machines at Morrisons locations, which are expected to be installed over the next three years.

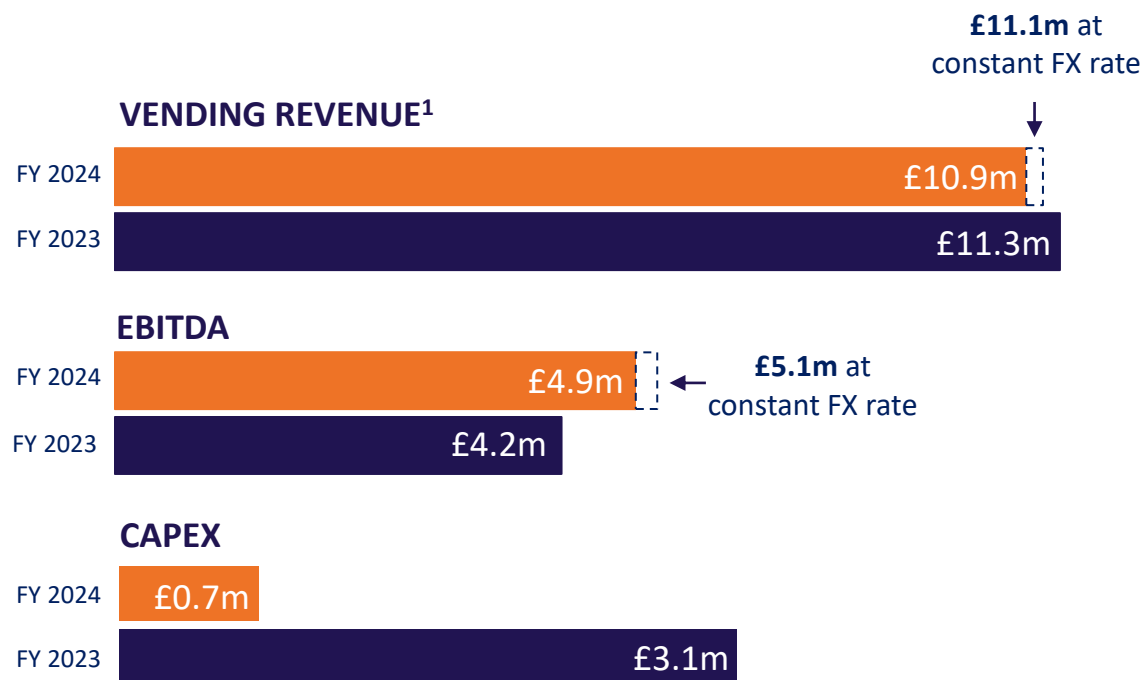


Ancillary Activities



Print.ME

High-quality digital printing services



Countries of operations*

9

Number of Vending units

4,526

2023: 4,734

% of total Group revenue

3.5%

2023: 3.8%

Average revenue per machine²

£2,354

2023: £2,374

% of Group EBITDA

4.3%

2023: 3.9%

EBITDA margin

45.0%

2023: 37.2%

1 Vending revenue is revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services.

2 Average revenue per machine excluding VAT for the 12 months to 31 October 2024

*Belgium, France, Germany, Japan, the Netherlands, Portugal, Spain, Switzerland, United Kingdom

Print.ME

High-quality digital printing services

The Group redeployed 240 machines to a new contract with FNAC

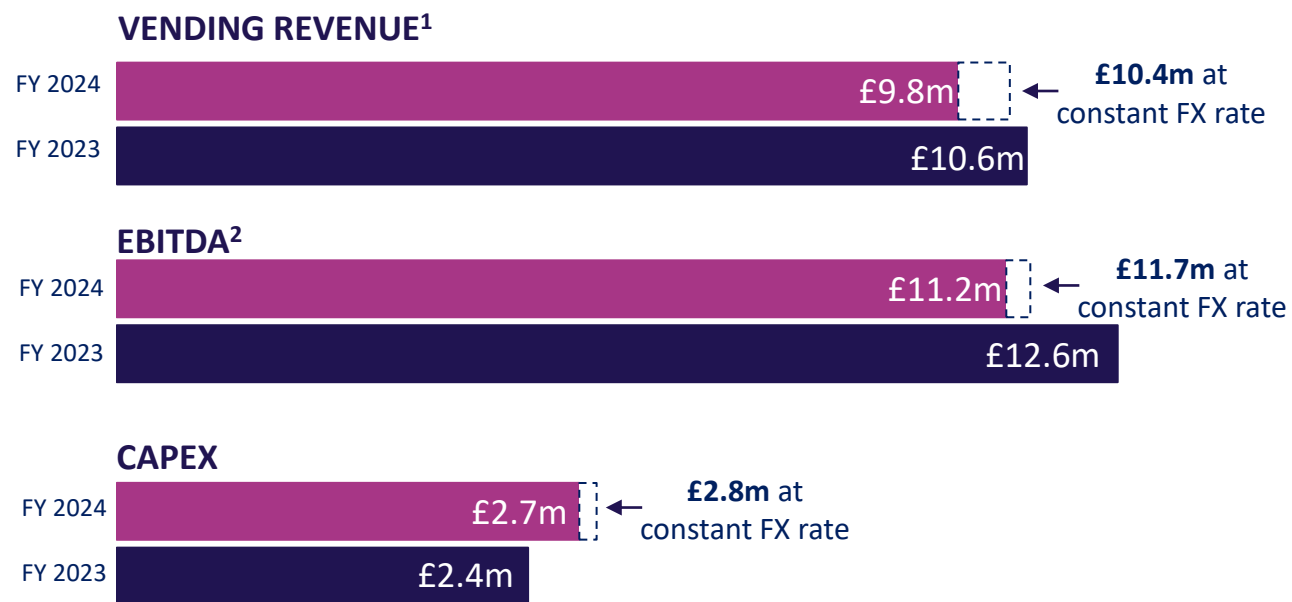
Capex of £0.7 million focused on installing new, lower-cost, and compact Speedlab machines in France

Planned capex of £5.0 million to £10.0 million in 2025 will support continued rollout of Speedlab machines in France



Other Vending

Feed.ME, Amuse.ME, Copy.ME, Miscellaneous



Countries of operations*

14

Number of Vending units

6,629

2023: 6,496

% of total Group revenue

3.2%

2023: 3.6%

EBITDA margin²

41.1%

1 Vending revenue is revenue earned from machines in operation and excludes revenue from the sale of equipment, consumables, spare parts and services

2 EBITDA from continuing operations following the sale of SEMPA SARL

*Australia, Austria, Belgium, China, France, Germany, Ireland, Japan, the Netherlands, Portugal, Spain, Singapore, Switzerland, United Kingdom

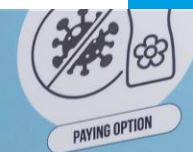
Other Vending

Feed.ME, Amuse.ME, Copy.ME, Miscellaneous

Other vending equipment is primarily comprised of three business areas - **Feed.ME, Amuse.ME** and **Copy.ME**

460 freshly squeezed orange juice vending machines in Japan and Australia





Remove
and bad odours
a smooth way



Conclusion

2024 Summary

- Record year of profitability, with profit before tax of £73.4m
- Rapid expansion of laundry operations installations - record installations during 2024
- Continued rollout of photobooths, providing market-leading digital photo ID services
- Strong cash generation, with cash generated from operations of £107.4 million
- Ongoing innovation and R&D to diversify the portfolio and drive long-term value creation - launch of new Kee.ME key cutting service
- Focus on shareholders returns - total dividend up 6.8% to 7.90p per share



Looking Ahead

- Growth strategy focused on core activities - photobooths and laundry
- Rapid expansion of laundry operations – plans to install 1,200 net Revolution laundry machines in 2025
- Continued modernisation and upgrades to existing estate
- Ongoing machine innovation and diversification
- Board anticipates further progress in FY 2025, with profit before tax expected to be between £76 million to £80 million
- Strong financial position provides a platform for future growth



Investor contacts

Email: ir@me-group.com



Serge Crasnianski, CEO & Deputy Chairman

Appointed to the Board in 2009. Previously served on the Board from 1990 to 2007; until 1994 as a Non-executive Director, from 1994 as an Executive Director and as Chief Executive Officer from 1998 to 2007. Founded KIS in 1963.



Stéphane Gibon, CFO

Joined the Company in 1997, in the role of Head of Controlling. He was nominated as Chief Financial Officer in 2018.



Vlad Crasneanski, Head of IR & Managing Director UK

Joined ME Group in 2021. Currently working as Head of Investor Relations and Managing Director of UK

Photo-Me™

LET'S BE
VINTAGE!

ADOPT THE OLD SCHOOL "SO COOL" FORMAT



Photo-Me ME GROUP

APPROVED
ID PHOTOS



- Passport
- Driving licence
- Identity card
- Proof of age
- Transport card
- Student card
- Job application
- Club membership

ID PHOTOS
Professional Quality ID Photos
Photo-Me

0800 035 6600

Photo-Me™

NEED HELP?

HEAD TO OUR
HELP CENTRE BELOW

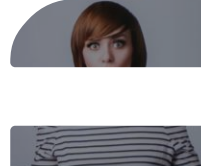


Photo-Me ME GROUP

APPROVED
ID PHOTOS



- Passport
- Driving licence
- Identity card
- Proof of age
- Transport card
- Student card
- Job application
- Club membership

ID PHOTOS
Professional Quality ID Photos
Photo-Me

0800 035 6600

ME
GROUP