

S P A C E A N D P E O P L E



Spanish Footwear – Lakeside SC

## 2022 INTERIM RESULTS INVESTOR PRESENTATION

# SPACE AND PEOPLE

Consolidated net revenue up 119% to £2.4m (H1 2021: £1.1m) as almost all venues were open for business compared with the majority being closed for a large part of H1 2021. However, still below pre-pandemic net revenue of £3.8m in H1 2019

Group gross profit up 91% to £1.5m (H1 2021: profit of £0.8m and H1 2019: profit of £2.3m)

Significant improvement in operating loss of £0.3m (H1 2021: adjusted loss of £1.0m)

Net cash outflow from operating activities of £0.45m (H1 2021: £0.13m) due to reduction in trade creditors

Facility headroom at 30 June 2022 of £1.4m (June 2021: £1.5m) and £1.6m at 23 September 2022 (September 2021: £1.4m)

Net bank debt as at 30 June 2022 of £1.0m (30 June 2021: £1.1m), with bank debt repayments of £0.24m since 30 June 2021



Sonic the Hedgehog – Paddington

## FINANCIAL HIGHLIGHTS

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Recovery in brand experience and strong recovery in retail markets as pandemic lockdowns ended in quarter one in the UK

New and unique, full-service, kiosk retailing programme “Rock Up and Pop Up” launched in UK shopping centres to encourage and enable new retailers into venues

Launched “Experiential Space” website([www.experientialspace.co.uk](http://www.experientialspace.co.uk)), giving promoters enhanced online access to venue information and chat function to allow comparison of sites on offer and facilitate faster bookings

German business fully operational since April 2022 following the end of Covid-19 restrictions



Caleño – King's Cross

## OPERATIONAL HIGHLIGHTS

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UK promotional revenue increased 59% to £1.2m (H1 2021: £0.8m) driven by strong kiosk retailing although this was partially countered by the slower recovery in brand experience promotions

UK RMU and MPK revenue up 161% to £0.6m (H1 2021: £0.2m) as RMUs and MPKs were able to operate for most of the period

German retail up 5x to £0.6m (H1 2021: £0.1m) as trading was possible from April onwards compared with June onwards during the previous year

Reduction in loss for the period to £(0.3m) compared with adjusted £(1.0m) loss in H1 2021. This is in line with expectations



Next Lingerie Pop Up – Lakeside SC

## DIVISIONAL PERFORMANCE

## SPACE AND PEOPLE

Predicted continued recovery in Brand Experience market and beginnings of recovery in local / customer acquisition business

Continued recovery and growth in UK retail business through development and roll out of Rock Up and Pop Up kiosks

Expansion of German retail business into new venues and territories

Working towards return to profitability without further support and focus on repayment of bank borrowings



Gillette – Waterloo

## OUTLOOK

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Good recovery in revenue due to increased opportunities post lockdowns

Continued focus on cost control led to significant reduction in business generated losses

Reduction in bank borrowing

Confidence in further business growth and return to profitability



Mindful Living – Waterloo NR Kiosk

## SUMMARY

**S P A C E A N D P E O P L E**

	H1 2022 Net revenue	H1 2022 Profit/(loss) before tax	H1 2021 Net revenue	H1 2021 Adjusted profit/(loss) before tax
UK promotions	£1.2m	£0.24m	£0.8m	£0.02m
UK retail	£0.6m	£0.02m	£0.2m	£(0.10m)
German retail	£0.6m	£(0.03m)	£0.1m	£(0.50m)
Other	£0.0m	£0.0m	£0.0m	£0.01m
Total	£2.4m	£0.23m	£1.1m	£(0.57m)
Head office costs		£(0.55m)		£(0.39m)
Operating loss		£(0.32m)		£(0.96m)

**PROFIT AND LOSS**

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	H1 - 2022	H1 2021
Operating cashflow	£(0.48m)	£(0.14m)
Taxation	£0.01m	£0.01m
Investment in fixed assets	£0.01m	£(0.02m)
Cashflow before financing	£(0.46m)	£(0.15m)
Movement in borrowings	£(0.30m)	£0.07m
Net cashflow	£(0.76m)	£(0.08m)
Cash balance	£0.62m	£0.76m

## CASHFLOW

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