

SPACE AND PEOPLE

# 2025 FULL YEAR RESULTS INVESTOR PRESENTATION



JUST EGG, KINGS CROSS

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# ABOUT US

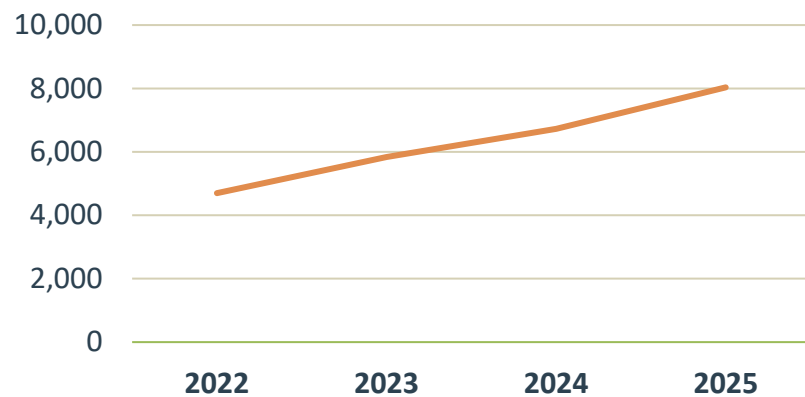
We provide space and services to promote brands, sell products and acquire customers in high footfall venues across the UK and Europe.



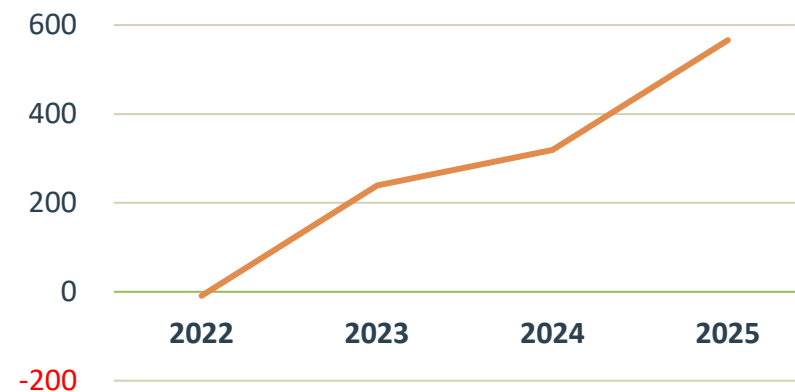
LUSH, BRAEHEAD



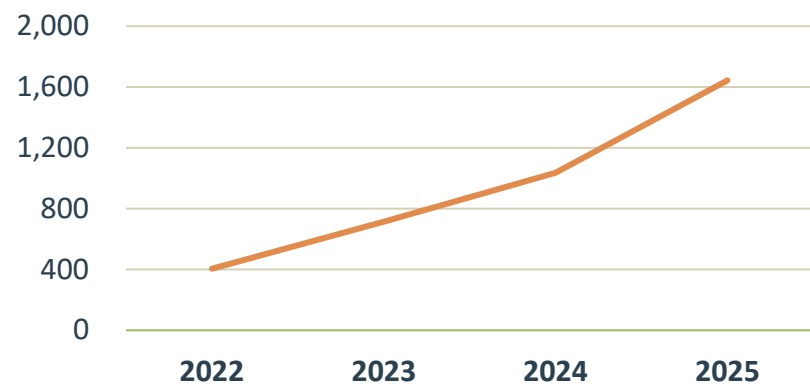
Revenue (£'000)



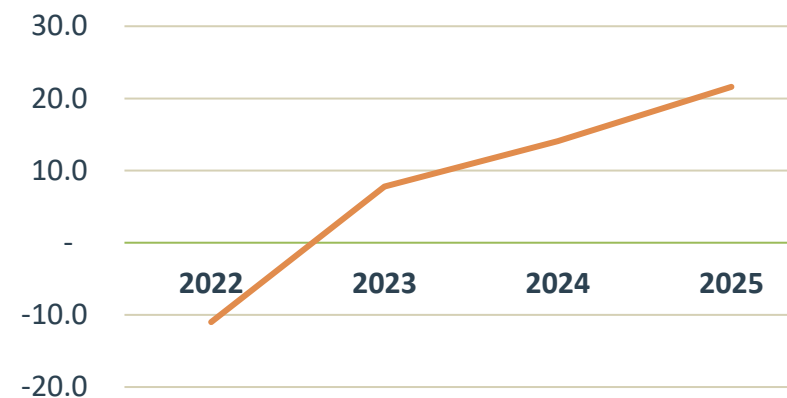
Operating Profit (£'000)



Net Cash (£'000)



Basic EPS (p)



# FINANCIAL HIGHLIGHTS

- Revenue increased by 20% to £8.0 million (2024: £6.7 million)
- Operating profit up 74% to £0.6million (2024: profit of £0.3 million)
- Basic Earnings per share increased by 53% to 21.6p (2024: 14.1p)
- Strong operating cash generation with cash inflow from operations of £1.3 million (2024: £0.8 million)
- Net cash at year end increased by 59% to £1.6 million (2024: £1.0 million), following the full repayment of all bank borrowings during the year



# OPERATIONAL HIGHLIGHTS

- Strong UK Brand Experience performance, including a particularly strong first half
- Substantial growth delivered across all divisions
- Continued expansion of the Rock Up and Pop Up (“RUPU”) and Engage offerings
- Further progress in European expansion
- Investment made in people, marketing and infrastructure



## UK PERFORMANCE

- High Brand sales in Q1 25 led by heavy spending from technology and nicotine replacement sectors
- Continued growth in cosmetic brands use of face-to-face experiential and retail
- Steady growth in Acquisition sales
- New pop up product (RUPU) delivered variety and strong growth, specifically attracting both major retail names and TikTok trending brand categories



SOL DE JANEIRO, METROCENTRE

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# GERMANY PERFORMANCE

- Net retail revenue grew by 16% in 2025
- New exclusive contract secured to manage commercialisation at Gropius Passagen; Berlin's largest shopping centre
- Delivered new revenue from shop fitting services
- Increased brand activity in Europe



# DIGITAL TRANSFORMATION

## Systems

A new booking platform and HubSpot build with improved data quality



## Website

A new digital platform built to improve discovery, enquiry and user experience



## Brand

A clearer proposition, refreshed identity and a more consistent market presence



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# 2026 OUTLOOK



THOMAS SABO, METROCENTRE

# INCOME STATEMENT

	2025	2025		2024	2024
	Net Revenue	Operating Profit		Net Revenue	Operating Profit
UK Promotions	£4.95m	£1.35m		£4.08m	£0.80m
UK Retail	£0.56m	£0.56m		£0.52m	£0.52m
German Retail	£0.99m	£0.16m		£0.85m	£0.18m
<b>Total</b>	£6.50m	£2.07m		£5.45m	£1.50m
Head Office Costs		£(1.50m)			£(1.18m)
Operating Profit		£0.57m			£0.32m
Finance Costs		£(0.08m)			£(0.09m)
Profit Before Tax		£0.49m			£0.23m

# CASHFLOW

	2025		2024
Operating Cashflow	£1.33m		£0.76m
Taxation	£0.00m		£0.00m
Investing Activities	£(0.53m)		£(0.21m)
Cashflow Before Financing	£0.80m		£0.55m
Movement In Borrowings	£(1.03m)		£(0.55m)
Net Cashflow	£(0.23m)		£0.00m
Cash Balance	£1.64m		£1.87m

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