# Zinc Media Group plc ("Zinc Media" or the "Company")

# **US Agent Deal and TV Commission Awards**

Zinc Media Group plc (AIM: ZIN), a leading TV and multimedia content producer, is pleased to announce that, in line with its strategy to grow in the US TV market, it has signed an exclusive representation deal with ICM Partners ("ICM"). The Company is also pleased to announce two new commissions that have been won by its subsidiaries Reef Television and Tern Television.

ICM is one of the world's largest talent and literary agencies with offices in New York, Los Angeles, and London. The agency represents creative and technical talent in the fields of motion picture, television, books, music, live performance, branded entertainment, and new media. The Company believes that the best route to market in the US at the current time is to enter into an exclusive representation agreement covering the US market with a specialist US agent. Under the terms of an initial one year exclusive deal ICM will work with Zinc Media to secure US commissions, working with all of the Company's TV brands.

The Company is also pleased to announce that its TV subsidiaries, Tern Television Productions Limited ("Tern Television") and Reef Television Limited ("Reef Television") have been awarded two new significant TV commissions.

Following the success of the first two series of 'Britain at Low Tide', Tern Television has been commissioned by Channel 4 for series three. This show, which is made out of Tern's Belfast office, shows the depth and strength of Zinc's 'Nations and Regions' strategy and demonstrates the company's alignment with the trend by the UK broadcasters to commission more and more content outside of London. Growing the scale of its 'Nations and Regions' TV production business is a core element of the Company's strategy.

Additionally, Reef Television has been commissioned to produce a new access led documentary series for BBC Daytime. This 10-part crime series is a first in this genre for the Reef team and the first crime commission won under the new Reef senior management team. It demonstrates the versatility of the team, the high regard they are held in as leaders in daytime-TV production and their ability to implement their new strategy of renewal in the Reef Television business.

The Company expects to announce further significant commission wins across other of the TV subsidiaries in the near term.

## David Galan, Chief Executive Officer, commented:

"We are delighted to have secured an exclusive US representation deal with major US agents, ICM Partners. This deal marks an important step forward in our strategy to grow the Zinc Media TV business in the largest TV market in the world.

We are also pleased that we have been awarded two significant commissions with BBC and Channel 4. The commissions serve to not only highlight and reinforce our strategy of becoming one of the largest producers in the 'Nations and Regions', through our acquisition of Tern Television, but also the beginnings of success in securing commissions and entering different production genres by the new management team in Reef Television ."

### **ICM Partners added:**

"We are excited to be working with the Zinc Media stable of television companies. Their reputation for producing award-winning and premium factual programming is world renowned and we believe there is a big opportunity for the business in the US market. We are proud to be partners with Zinc in helping to facilitate this next step in their growth."

For further information, please contact:

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#### **Notes to Editors**

Zinc Media Group plc is a leading British based TV and multimedia content producer, specialising in factual production, and operates three divisions: television production, digital communications and publishing. The Group is currently engaged in progressing its 'buy and build' consolidation strategy within the fragmented UK independent TV production industry.

The core television production division comprises five award winning and critically acclaimed television production companies: Blakeway, Brook Lapping, Films of Record, Reef Television and recently acquired Tern Television, whose brands produce television and radio programmes for both UK and international broadcasters. Recent recognition for the Company includes 2017 BAFTA nominations for 'Inside Obama's White House' and 'Born to Vlog', in addition to five awards at the EVCOM Screen Awards for short form film.

The communications division specialises in creating communications strategies and behaviour change programmes, campaigns and resources for corporates, charities and government departments. This division runs a contract for Transport for London.

The publishing division publishes homeowner-planning guidelines for local authorities across the UK and sells trader advertising in those guidelines.

For further information on Zinc Media please visit: http://www.zincmedia.com/