



## Market Announcement

29 August 2019, Vista Group International Ltd., Auckland, New Zealand

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### **Solid Core Business Performance Supports Investment in Vista Cinema Transformation Project**

#### **Financial Highlights**

- 19% growth in revenue over H12018 for the Vista Group core businesses – Vista Cinema and Movio.
- 16% growth in EBITDA over H12018 for the Vista Group core businesses – Vista Cinema and Movio.
- 35% growth in revenue for Movio over H12018 to \$11.6m, resulting in 42% growth in EBITDA over H12018 to \$2.3m.
- 12% growth in Vista Group consolidated revenue over H12018 to \$67.5m.
- Vista Group EBITDA of \$11.8m reduced 19% over H12018 impacted by a decline in movieXchange revenue, reduction in Vista China localisation revenue and adverse comparative FX.
- Vista Group profit before tax of \$6.2m.
- Vista Group well positioned to capitalise on future opportunities with \$24.8m available cash balance.
- Vista Group to pay a fully imputed interim dividend of 1.2 cents per share for H12019 on Friday 27 September 2019 – the top end of the dividend policy range.

#### **Operational Highlights**

- Vista Cinema global market share of Enterprise segment (cinemas with 20+ screens) reached 49.9% excluding China (39.4% including China).
- Vista Cinema global market share of total cinema screens increased to 39% excluding China (30.3% including China).
- 481 new Vista Cinema sites taking the total to 7,683 sites – including 89 new sites in China.
- 83 new Veezi (small cinema) sites taking the Veezi total to 984 sites.
- Movio revenue per Active Moviegoer, grew 27% over H12018.
- 14% increase in Vista Group recurring revenue over H12018 to \$41m – 61% of total Vista Group revenue.

## Transformation of Vista Cinema to SaaS

Vista Group is excited to announce that it has embarked on a transformational investment to migrate Vista Cinema to a pure SaaS future.

Beginning in the second half of 2019, Vista Group will accelerate the process commenced in 2017 that has already delivered several Vista Cinema cloud solutions. The faster timeframe is being driven by demand from Vista's cinema exhibition customers and prospects. Vista Group's progress to date, and the market's realisation that the pace of innovation and ease of access that SaaS solutions deliver are transformative benefits for their operations, has resulted in a customer mindset shift from caution to support; Vista intends to respond accordingly.

*"Our goal is simple," commented Kimbal Riley, Group Chief Executive Officer of Vista Group; "to deliver a multi-tenant SaaS product for cinema circuits and cinemas of all sizes, in all countries, as fast as we can. Our teams are already immersed in the project and the excitement about our future is infectious. Vista Cinema has a long history of delivering on our promises and we have every intention of continuing that tradition."*

Vista Group aims to have 'Vista Cinema – SaaS' in the market during 2021, available to both new and existing customers. From a business transformation perspective, the project will achieve the most important goal of exceeding the expectations of Vista Cinema's customers; it will also allow deployment to customer locations more quickly, deliver functionality in real time, and create a new platform for operating leverage in future years.

## Group Overview

Vista Cinema's strong first half was highlighted by the successful implementation and go-live of 90 sites with Marcus Theatres in the USA. Revenue expansion continues with the recent launch of new product innovations Serve, Horizon and very successful expansion of hardware and other third-party offerings.

Movio's first half achievements included the implementation of Aeon, Movio's first Japanese cinema exhibitor. Regional growth of 43% in LATAM and 41% in EMEA has increased Movio Cinema's global footprint to 55 countries. Movio Media revenue was strong due to an increase in Research revenue and renewed contracts with Amazon, Warner Bros. and Viacom.

Additional Group Companies (AGC) performance reflected modest revenue increases. Powster continues revenue growth from its showtimes platform, though creative projects targeted for H12019 have now been pushed to later in the year. Maccs' business had a strong first half. New deals signed in July 2019, plus reporting expansion via collaboration with Vista Cinema in Europe, provides an encouraging outlook for Maccs. Flicks has obtained unique user growth in both Australia and New Zealand, with "Your Cinema" websites now being used by 97 cinemas across 13 countries.

Early Stage Investments' (ESI) revenue was impacted by a one-off prior year transaction for Cinema Intelligence and revenue in movieXchange dropping due to the decline of MoviePass, a key ticketing partner for movieXchange tickets in 2018.

Associate company Numero achieved strong revenue growth over the 2018 corresponding period. Numero is now providing reporting services in multiple countries, global coverage has reached 22 territories.

Vista China H12019 highlight was the addition of 89 new sites. Vista Group is in advanced negotiations to acquire a controlling stake in Vista China.

JV company Stardust is not consolidated. It continues to focus on product enhancements to expand its reach to avid moviegoers.

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# VISTA GROUP 2019 HALF YEAR RESULTS

29 August 2019



03/27/20
Gross Box
Office
15,160.88
3,715.00
2,951.50
2,490.00
2,445.00

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# AGENDA



KIMBAL RILEY  
GROUP CHIEF EXECUTIVE



WILL PALMER  
CEO MOVIO

VISTA GROUP SUMMARY

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FINANCIAL RESULTS

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OPERATIONAL HIGHLIGHTS

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OUTLOOK

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VISTA CINEMA TRANSFORMATION

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Q+A

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# VISTA GROUP OPERATING SEGMENTS



## CORE BUSINESSES

CINEMA



MOVIO

MOVIO

ADDITIONAL GROUP COMPANIES (AGC)

POWSTER

maccs

FLICKS

EARLY STAGE INVESTMENTS (ESI)



ASSOCIATES / JOINT VENTURES



# VISTA GROUP 1<sup>ST</sup> HALF 2019 SUMMARY



## FINANCIAL HIGHLIGHTS

Continued excellent performance from Vista Group's core businesses (Vista Cinema and Movio) over pcp

- **19%** increase in revenue for the **core businesses**
- **16%** increase in like for like<sup>1</sup> EBITDA<sup>2</sup> for the **core businesses**, as operating performance is sustained.

Reported Vista Group revenue of **\$67.5m** (12% growth), impacted by:

- Decline in movieXchange revenue (\$0.9m) due to the demise of MoviePass
- Known reduction in localisation revenue from Vista China (\$1.9m).

Vista Group like for like<sup>1</sup> EBITDA<sup>2</sup> of **\$11.8m** masks solid underlying performance with reported EBITDA,<sup>1, 2</sup> impacted by:

- MovieXchange revenue decline (\$0.9m)
- Vista China revenue reduction (\$1.9m)
- Adverse FX movement compared to pcp (\$0.8m).

**14%** increase in recurring revenue over pcp to \$41m – **61%** of Vista Group revenue

<sup>1</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.

<sup>2</sup> EBITDA is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains / losses, impairment losses and equity accounted results from associates and joint venture companies.



## OPERATIONAL HIGHLIGHTS

- Strong balance sheet maintained - low debt and a solid cash position
- Vista Cinema **global market share of Enterprise (20+ screens)** excluding China reaches **49.9%** (39.4% including China)
- Vista Cinema **global market share of TOTAL screens** increased from 29.1% in December 2018 to **30.3%** at the end of June 2019 (39.0% excluding China)
- Intense period of product innovation in all Vista Group companies: Vista Cinema, Movio, Powster, Cinema Intelligence and Maccs
- Movio Media launched in the UK ahead of schedule and enjoying early successes
- Vista Group relocated to new premises in Los Angeles catering for growth.







# FINANCIAL RESULTS



# CORE FINANCIAL METRICS



## TOTAL REVENUE

**\$67.5m**

(up 12% over pcg)

## RECURRING REVENUE

**\$41.1m**

(up 14% over pcg)

## OPERATING PROFIT

**\$8.0m**

(down 29% over pcg)<sup>2</sup>

## EBITDA<sup>1</sup>

**\$11.8m**

(down 19% over pcg)<sup>2</sup>

## OPERATING CASHFLOW

**\$7.5m**

(down 40% over pcg)

## INTERIM DIVIDEND

**1.20**

Cents per share

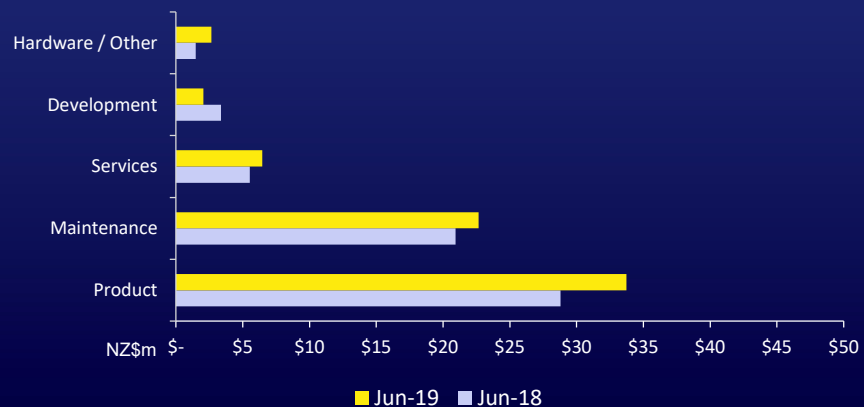
<sup>1</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains / losses, impairment losses and equity accounted results from associates and joint venture companies. Depreciation and amortisation in the current period is \$3.7m (June 2018: \$3.1m after adjusting for NZ IFRS 16).

<sup>2</sup> In order to provide a like-for-like comparison, the prior year comparative period income statement has been adjusted for the impact of NZ IFRS 16 Leases.

# REVENUE GROWTH



## REVENUE GROWTH BY SOURCE OVER PCP



## REVENUE GROWTH BY SEGMENT OVER PCP



# TRADING PERFORMANCE



NZ\$m	For six months ended		
	30 Jun 2019	30 Jun 2018 <sup>2</sup>	% Change
Revenue	67.5	60.1	12%
Expenses	59.5	49.6	20%
Foreign exchange gains	-	(0.8)	
<b>OPERATING PROFIT</b>	<b>8.0</b>	<b>11.3</b>	<b>(29%)</b>
Net financing costs	(0.4)	(0.5)	
Share of loss from associates and joint ventures	(1.5)	(1.7)	
Capital gain – Stardust loss of control	0.1	-	
<b>PROFIT BEFORE TAX</b>	<b>6.2</b>	<b>9.1</b>	<b>(32%)</b>
<b>PROFIT ATTRIBUTABLE TO SHAREHOLDERS</b>	<b>4.0</b>	<b>5.2</b>	<b>(23%)</b>
<b>EBITDA<sup>1</sup></b>	<b>11.8</b>	<b>14.6</b>	<b>(19%)</b>

Strong revenue growth from core businesses.

Expenses up 20% chiefly comprising a continued investment in staffing, additional cost of sales (Cinema hardware and Movio), and LTI programs for key executives.

Core businesses EBITDA margin sustained, but Vista Group profit and EBITDA impacted by revenue reductions from Vista China and MX and adverse FX movement compared to pcp.

<sup>1</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains / losses, impairment losses and equity accounted results from associates and joint venture companies. Depreciation and amortisation for the current period is \$3.7m (June 2018: \$3.1m after adjusting for NZ IFRS 16).

<sup>2</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.

# OPERATING SEGMENTS – H1 2019



2019 (NZ\$m)	Cinema	Movio	Additional Group Companies	Early Stage Investments	Corporate	Total
Revenue	45.8	11.6	7.8	1.3	1.0	67.5
EBITDA <sup>1</sup>	15.7	2.3	0.6	(1.0)	(5.8)	11.8
EBITDA margin	34%	20%	7%	(79%)		18%

2018 (NZ\$m) <sup>2</sup>	Cinema	Movio	Additional Group Companies	Early Stage Investments	Corporate	Total
Revenue	39.7	8.6	6.7	2.2	2.9	60.1
EBITDA <sup>1</sup>	13.9	1.6	0.8	0.5	(2.2)	14.6
EBITDA margin	35%	19%	12%	20%		24%

Movio delivered a strong first half performance resulting in revenue growth of 35% and an EBITDA increase of 42%.

Cinema segment revenue and EBITDA grew 15% and 13% respectively, demonstrating sustained growth.

Sustained EBITDA margins in core businesses, Cinema 34%, Movio 20%.

China localisation revenue, which was completed in 2018, is reported in the Corporate segment. The only remaining revenue in this segment relates to maintenance revenue from Vista China.

<sup>1</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains / losses, impairment losses and equity accounted results from associates and joint venture companies. Depreciation and amortisation for the current period is \$3.7m (June 2018: \$3.1m after adjusting for NZ IFRS 16).

<sup>2</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.

# FINANCIAL POSITION



NZ\$m	30 Jun 2019	31 Dec 2018
<b>CURRENT ASSETS</b>	<b>84.7</b>	<b>96.6</b>
Cash	24.8	34.4
Trade & other receivables	59.9	62.2
<b>NON CURRENT ASSETS</b>	<b>134.4</b>	<b>124.5</b>
Property, plant & equipment	5.6	5.4
Lease assets	4.7	-
Investment in associates & joint ventures	32.2	31.9
Intangible assets	86.6	84.4
Deferred tax asset	5.3	2.8
<b>TOTAL ASSETS</b>	<b>219.1</b>	<b>221.1</b>
Current liabilities	41.4	43.7
Non-current borrowings	11.7	11.9
Other non-current liabilities	7.0	6.1
<b>TOTAL LIABILITIES</b>	<b>60.1</b>	<b>61.7</b>
<b>NET ASSETS</b>	<b>158.9</b>	<b>159.4</b>
Share capital	61.6	59.4
Retained earnings and other reserves	86.1	86.8
Non controlling interests	11.2	13.2
<b>TOTAL EQUITY</b>	<b>158.9</b>	<b>159.4</b>

Strong balance sheet maintained, giving capacity to take advantage of new opportunities and development, as well as support the dividend program.

Contributors to the decrease in cash balance include the settlement of the intercompany balances with Vista China, fit-out costs for the new Los Angeles office, and the deconsolidation of the Stardust cash.

Per IFRS16 lease assets and liabilities have been recognised for the first time in 2019, with a \$0.2m adverse impact to net assets at 30 June 2019.

Increase in intangibles driven by further capitalisation of internally generated software, offset by the derecognition of Stardust balances.

Associates and joint ventures now includes Stardust, with its results no longer being consolidated.

# CASH FLOW



NZ\$m	30 Jun 2019	30 Jun 2018
<b>CASHFLOWS FROM OPERATING ACTIVITIES</b>	<b>7.5</b>	<b>12.5</b>
Receipts from customers	74.4	61.2
Payments to suppliers and staff	(60.5)	(42.8)
Tax & interest	(6.4)	(5.9)
<b>CASHFLOWS FROM INVESTING ACTIVITIES</b>	<b>(11.0)</b>	<b>(4.6)</b>
Investments in internally generated software	(5.8)	(4.0)
Derecognition of Stardust cash balances	(1.5)	-
Other investing activities	(3.7)	(0.6)
<b>CASHFLOWS FROM FINANCING ACTIVITIES</b>	<b>(6.1)</b>	<b>(3.2)</b>
Reduction of lease liability	(1.9)	-
Dividends paid to VGL shareholders	(3.5)	(2.9)
Other financing activities	(0.7)	(0.3)
<b>NET MOVEMENT IN CASH</b>	<b>(9.6)</b>	<b>4.7</b>
Cash at beginning of the period	34.4	21.0
Foreign exchange differences	-	0.6
<b>CASH AT END OF THE PERIOD</b>	<b>24.8</b>	<b>26.3</b>

22% increase in receipts from customers driven by increased revenues and the one-off receipt of the Vista China receivable.

Increased payments to suppliers and staff includes increased hardware cost of sales, the one-off payment of Vista China payables, and VAT paid on 2018 receivables.

Continued investment in internally generated software – primarily new products.

Other investing activities includes \$2.4m property plant and equipment, primarily related to the fit-out of the new Los Angeles office.

The fully imputed 2018 final dividend of 2.10 cents per share was paid in March, representing a 21% increase from the 2017 final dividend.

# INTERIM DIVIDEND



- The company will pay an interim dividend of 1.2 cents per share, carrying full New Zealand imputation credits, representing a total payment of \$2.0m
- The dividend is at the top of Vista Group's dividend policy range (50% of NPAT)
- The record date for the dividend will be 5pm on **Friday, 13 September 2019**
- The payment date for the dividend will be **Friday, 27 September 2019.**







# OPERATIONAL HIGHLIGHTS



# CINEMA SEGMENT



**\$45.8M** REVENUE  
GROWTH +15%

**\$15.7M** EBITDA<sup>1</sup>  
GROWTH +13%



## Vista Cinema provides cinema management software to the world's largest cinema exhibitors

- 481 new sites in H1 2019 (including 89 sites in China), total now 7,683 sites
- Enterprise (+20 screens) market share 39.4% – excluding China 49.9%
- Total Market share (all cinemas) 30.3% - excluding China 39.0%
- Continued new product innovation – Serve (handheld server app), Horizon (full fidelity data warehouse) and CXM (full digital offering)
- Additional revenue stream from 3<sup>rd</sup> parties \$2.5m
- Agreements reached to transition reseller arrangements in Spain and South-East Asia
- Opportunities of scale in Brazil, Germany, Japan, and Eastern Europe.

**99**

COUNTRIES

**49.9%**

+20 MARKET SHARE.  
EXCLUDING CHINA

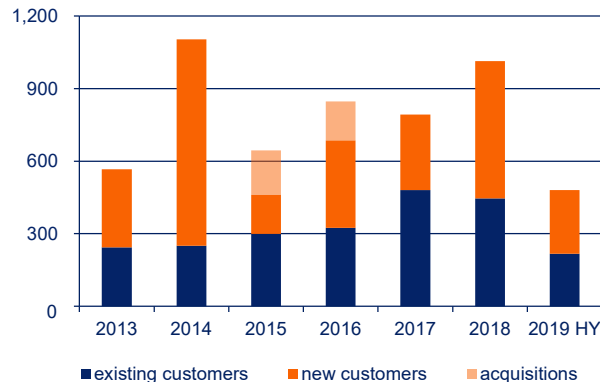
**7%**

GROWTH IN TOTAL  
SITES TO 7,683

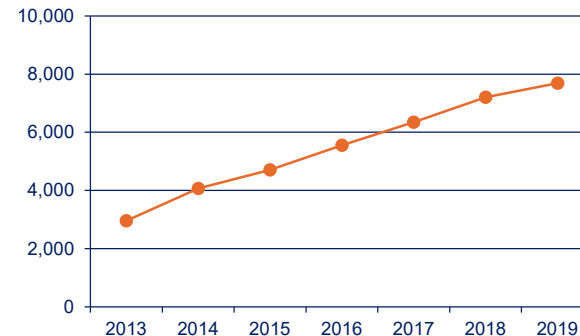
**34%**

EBITDA%

### NEW SITES ADDED



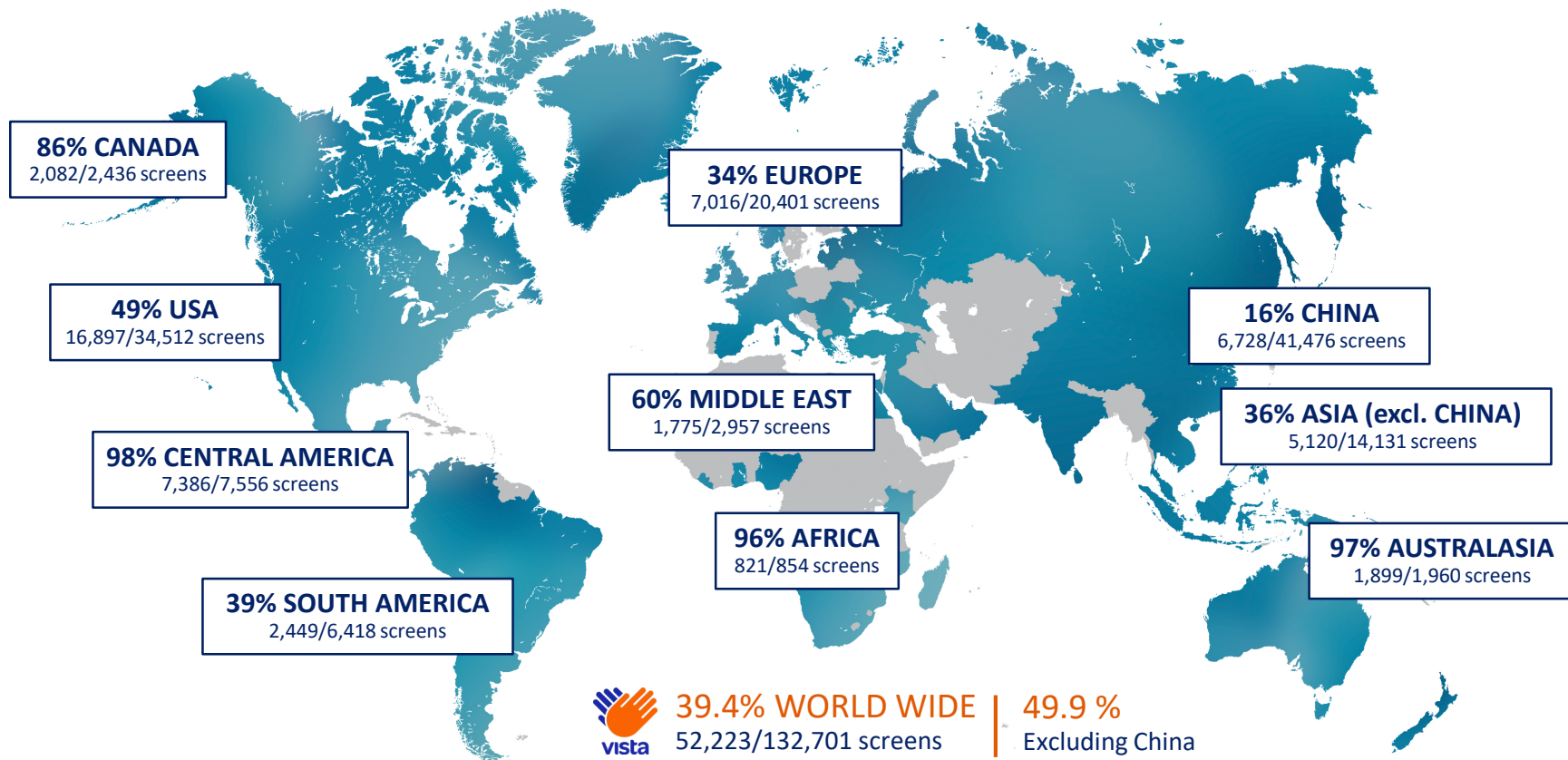
### TOTAL SITE COUNT



<sup>1</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.

# VISTA CINEMA WORLD SHARE

Vista Cinema percentage of the worldwide Enterprise segment (cinema exhibition companies with 20+ screens)



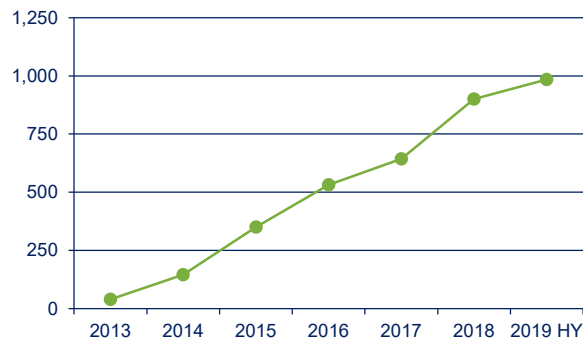
# CINEMA SEGMENT - CONTINUED



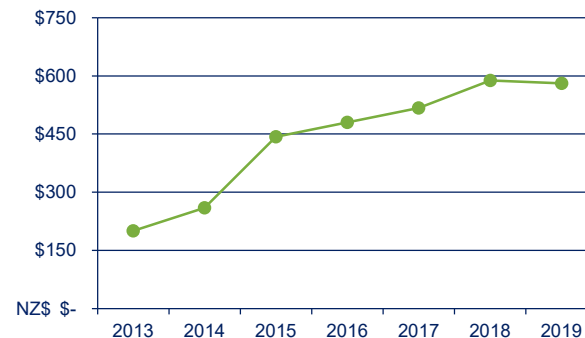
## Provides cinema management software to the world's independent cinema exhibitors

- 83 new sites bring total site numbers to 984 – including China
- Revenue/site slightly lower at \$581 per month – sensitive to Box Office variation
- USA growth driven by wins against generic POS
- Veezi now present in 45 countries.

VEEZI – TOTAL SITE COUNT



AVERAGE REVENUE PER MONTH



**266**

CUSTOMERS  
USING VGC

**24%**

REVENUE  
GROWTH



**GLOBAL LEADER IN DATA-DRIVEN MARKETING, PROVIDING PRODUCTS AND SERVICES TO EXHIBITORS, STUDIOS AND FILM ADVERTISING SPECIALISTS**

## H1 HIGHLIGHTS

### Movio Cinema

- Successful implementation of Aeon, Movio's first Japanese cinema exhibitor
- Regional growth in LATAM of 43% and EMEA of 41% over pcp, increasing global footprint to 55 countries
- Adoption of Innovation Pricing<sup>1</sup> contracts increased from 25 to 47 during H1.

### Movio Media

- Research revenue increased 118% over pcp, with the renewed contracts with Amazon, Warner Bros. and Viacom
- UK rollout ahead of schedule, with the Digital, Direct and Research product offerings all live in market, with STX signed.

## H1 2019 V H1 2018 PERFORMANCE METRICS

**73%**

Growth in Movio  
Media revenue

**9%**

Growth in Connected  
Moviegoers<sup>2</sup> to 9M

**14%**

Growth in Movio Cinema  
revenue

**24%**

Growth in Connections<sup>3</sup> to  
1.3B

<sup>1</sup> Innovation Pricing provides Movio Cinema latest innovation for a fixed annual increase of circa 7%.

<sup>2</sup> Connected Moviegoers are the subset of Active Moviegoers available for digital campaigns.

<sup>3</sup> Connections are all SMS, mobile push, email and programmatic digital communications generated by Movio.

<sup>4</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.



## CRITICAL KPI'S & GROWTH DRIVERS

### Increase volume – Active Moviegoers<sup>2</sup>

- Research confirmed cinema exhibitors using Movio Cinema saw global box office uplift of USD227M in 2018<sup>1</sup>
- Implementation of the recently deployed non-member solution allowing exhibitors to build moviegoer profiles based on online ticket purchases of non-loyalty members.

### Increase Revenue per Active Moviegoer<sup>2</sup>

- Global adoption of 'Innovation Pricing'
- Continued iteration and territory expansion of the Movio Media Digital Campaign platform, enabling rapid deployment of digital marketing campaigns already available in the US and UK.

Region	ACTIVE MOVIEGOERS [ MILLIONS ]			REV / ACTIVE MOVIEGOERS [ NZ CENTS ]		
	H1 2018	H1 2019	Growth	H1 2018	H1 2019	Growth
USA	20	20	0%	28	39	40%
Rest of World	22	26	17%	14	15	6%
Global	42	46	8%	20	25	27%

<sup>1</sup> Research validated by Professor Donald Rubin, Emeritus Professor of Statistics, Harvard University.

<sup>2</sup> Active Moviegoer is a moviegoer who has purchased at least one ticket to a movie from a participating exhibitor during the most recent rolling 12-month period.

# ADDITIONAL GROUP COMPANIES (AGC) SEGMENT



**\$7.8M** REVENUE  
GROWTH +16%

**\$0.6M** EBITDA <sup>1</sup>  
DOWN 29%

## POWSTER

### World leading film marketing products

- Slow start – 8% revenue growth over pcp
- Created 19% more movie destination sites in H1 2019
- Increase of 46% in views of sites over pcp
- 'Trailerred' site launched to strong interest
- Strong pipeline of Facebook 'Messenger' opportunities.

## maccs

### World leading theatrical distribution software

- 30% revenue growth over pcp – close to break-even EBITDA
- More new customers signed in H1 2019 than in all of 2018
- Joint sales propositions with Numero / MaccsBox.

## FLICKS

### Movie and cinema review and showtime guide

- Unique visitors up 24% across New Zealand and Australia over pcp
- Revenue increase 24% over pcp
- Extending the lead as the largest independent movie site in Australasia.

<sup>1</sup> In order to provide a like-for-like comparison, the prior year comparative period has been adjusted for the impact of NZ IFRS 16 Leases.

# EARLY STAGE INVESTMENTS (ESI) SEGMENT



**\$1.3M** REVENUE  
DOWN 44%

**(\$1.0M)** EBITDA  
LOSS



CINEMA INTELLIGENCE

## Software to optimise film forecasting and scheduling

- Slow start to 2019 with key projects slipping into H2
- Penetration of Vista Cinema customer base at 6% – big runway ahead
- Key integrations with Vista Cinema products complete – with Film Manager and MovieTeam.



movieXchange

## A platform to share film digital assets & enable new cinema ticketing sales channels

- MX Film good progress – servicing 10,000 screens with content – and integrating with group companies to deliver consistent film database
- Drop in MX Tickets revenue due to demise of MoviePass.



# ASSOCIATE AND JOINT VENTURE COMPANIES



## **Box office tracking and reporting product**

- Overall business approaching break-even
- International dashboards now live in 21 countries
- USA coverage significantly increased
- Revenue growth 44% over pcp
- Numero requires ongoing support from Vista Group – provision made for all advances during 2019.



## **Social app to share video reaction to movies and TV shows**

- Stardust became associate company in February 2019
- Continued development of features to grow user count.

# ASSOCIATE AND JOINT VENTURE COMPANIES



## Performance

- Revenue of NZD9.1m, 4% up on the pcp, profitable at EBITDA level (operating loss after prior period tax adjustment)
- 89 new sites added – 41% from existing customers. Total sites now 1,047
- Vista China market share of Enterprise segment estimated as 16.2%
- Top 5 circuit Stellar rollout ongoing.

## China film industry

- Continued domination by 3<sup>rd</sup> party ticket sellers – Maoyan and Tao Piaopiao remain the top 2
- 3,492 new cinema screens were built in 1<sup>st</sup> half 2019, taking the total to nearly 65,000.

## Update on structure

- We are in advanced negotiations with Weying (our partner) to purchase an increased stake in Vista China
- This will enable consolidation of Vista China into the Vista Group's results
- We anticipate increasing our banking facilities in order to fund this purchase
- Transactions are subject to reaching final agreement and obtaining regulatory approvals – timing uncertain.

# OUTLOOK



- We are targeting revenue growth for the core businesses – Vista Cinema and Movio combined – to be in the region of 14-18% for 2019 with a continuation of the strong H1 EBITDA performance
- We are targeting overall Vista Group revenue growth for 2019 to be in the region of 10-12% chiefly influenced by the continuation of reduction in revenue from movieXchange and Vista China, and the delay in consolidation of Numero
- Over time we will be targeting Vista Group revenue growth in the region of 13% to 18% as the business grows (excluding any acquisitions)
- We expect Vista China to continue perform well in a challenging market
- The Executive Team and Board are unanimous in their support for accelerating the transformation of Vista Cinema to a pure SaaS future.




# TRANSFORMATION OF VISTA CINEMA TO SAAS



We are very pleased to have the unanimous support of the Executive Team and Board in accelerating the transformation of Vista Cinema to a pure SaaS future

- Vista Cinema is committed to investing to significantly accelerate the transformation to SaaS
- The acceleration is being driven by strong demand from customers and prospects
- Significant engineering, commercial, and organisational change is under way and will continue
- The faster we achieve the transformation – the faster the benefits accrue – for our customers, for our people, for Vista Group, and for our shareholders.



Our goal is to deliver a multi-tenant SaaS product for cinema circuits and cinemas of all sizes.

# DEFINITIONS



Concept	License Type	Where is the software	Who manages the software	Copies of the software	Incremental Revenue for Vista
On Premises	Perpetual	Customer premises	Customer	One per customer	No
Subscription	Right to use	Varies	Customer	One per customer	Yes – over time
Hosted	Varies	Public or private cloud	Customer	One per customer	No
Managed	Varies	Public or private cloud	Vista	One per customer	Yes – immediately
SaaS	Right to use	Public or private cloud	Vista	One per customer	Yes – immediately
SaaS Multi-tenant	Right to use	Public or private cloud	Vista	One per many customers	Yes – immediately

# BACKGROUND – PROGRESS TO DATE



- Our initial objective was to offer customers choice
- The project was initiated on a BAU basis – i.e. in parallel with ‘normal’ business. This has still been the case in H1 2019
- We have not been working to a specific timeframe as initial indications were that customers were uncertain. They are now very supportive
- We have made significant progress since early 2017 with transformation of a large number of Client Server (C/S) apps and a lot of underlying engineering.

Year	2017	2018	2019
What we said	Offer customers choice – on premises or hosted	Application is Hostable	Application Hostable & Managed
Milestones	Back Office converted to browser	First Customers live – hosted	First customers live – managed. 12% of sites on subscription.
Work	Convert C/S apps to Browser Engineering for Hosting	Convert C/S apps to Browser Engineering for Hosting	Convert C/S apps to Browser Engineering for Hosting



## INNOVATION

### ON PREMISES

Implementing  
innovation requires  
upgrade

### CLOUD / SAAS

Increased  
velocity of  
product changes



### BENEFIT TO CLIENTS

Speed of  
updating delivers  
innovation  
constantly



### BENEFIT TO VISTA CINEMA

Investment in  
innovation  
valued more  
highly



### BENEFIT TO VISTA CINEMA

Much easier to  
upgrade and  
cross sell  
modules



## ACCESSIBILITY

### ON PREMISES

Implementation  
requires new  
equipment and  
software downloads

### CLOUD / SAAS

Access for new  
cinemas and  
users can be as  
simple as a  
browser

### BENEFIT TO CLIENTS

Able to expand  
use more easily

### BENEFIT TO VISTA CINEMA

Customers able  
to expand use  
more easily

### BENEFIT TO VISTA CINEMA

New customers  
can get live  
faster

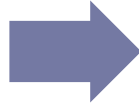


# OUR TIMETABLE



**2019**

- Resource additional project teams
- Resource management teams
- Build pipeline of managed service prospects – both new and existing
- Continue engineering.



**2020**

- Continue Engineering – including some outsourced
- Complete browser / app transformation
- Prioritise subscription based managed services offers
- Year of maximum investment in transformation.



**2021**

- Multi-tenant SaaS in market during 2021
- Encourage SaaS as first choice with customers and prospects
- Review low cost offering for independent cinemas.

# TRANSFORMATION OF VISTA CINEMA



The benefits of a multi-tenant SaaS product offering are well understood, they include:

- It creates the platform for operating leverage for Vista Cinema. We expect ongoing improvement in EBITDA quality
- It will enable customers to benefit much more quickly from Vista Cinema innovation
- It will increase the ease with which customers can sign up to other Vista Group company offerings
- It will enable Vista Cinema to continue to attract top technical and design talent.

We are investing to accelerate delivery of these benefits and to provide greater certainty in timing for our customers.



# SUMMARY



- Our core businesses (Vista Cinema and Movio) are in excellent shape, and the outlook for them is strong
- We are setting a timetable and commitment to transform Vista Cinema to a pure SaaS future as quickly as we can
- We are very pleased at the prospect of Vista China 're-joining the family'
- We have a strong balance sheet, strong client relationships, and a great future with new products and the transformation of Vista Cinema.



# QUESTIONS



# THANK YOU





VISTA GROUP  
INTERNATIONAL LIMITED

INTERIM  
REPORT  
2019

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# MANAGEMENT COMMENTARY

The following consolidated interim financial statements for Vista Group International Limited (the 'Company' and its subsidiaries, collectively 'Vista Group'), are for the six months ended 30 June 2019 and represent the half year results for Vista Group.

## FINANCIAL HIGHLIGHTS

- Continued excellent performance from Vista Group's core businesses (Vista Cinema and Movio), with 19% growth in revenue and 16% growth in like for like<sup>(1)</sup> EBITDA<sup>(2)</sup> over previous corresponding period (pcp)
- Consolidated Vista Group revenue of \$67.5m (12% growth over pcp), impacted by a reduction in movieXchange revenue (\$0.9m) due to the decline of MoviePass, and the reduction in localisation revenue from Vista China (\$1.9m)
- \$11.8m Vista Group EBITDA<sup>(2)</sup>, a 19% reduction (like for like)<sup>(1)</sup> over pcp, impacted by the decline in movieXchange revenue (\$0.9m), the reduction in localisation revenue from Vista China (\$1.9m), and an adverse foreign exchange comparative (\$0.8m)
- Profit before tax of \$6.2m, a 32% reduction (like for like)<sup>(1)</sup> over pcp
- \$24.8m available cash balance, puts Vista Group in a strong position to capitalise on future opportunities
- Vista Group to pay a fully imputed interim dividend of 1.2 cents per share on Friday 27 September 2019. This is at the top end of the range of the dividend pay-out policy.

## OPERATING HIGHLIGHTS

- Vista Cinema global market share of Enterprise (20+ screens) excluding China reached 49.9% (39.4% including China)
- Vista Cinema global market share of total screens<sup>(3)</sup> increased to 30.3% as at 30 June 2019 (39.0% excluding China)
- 481 new Vista Cinema sites (including 89 sites in China), total now 7,683 sites
- 14% increase in Vista Group recurring revenue over pcp to \$41.1m — representing 61% of total revenue
- 83 new Veezi sites, total now 984 sites
- Movio revenue per Active Moviegoer<sup>(4)</sup> grew by 27% over pcp to NZ\$0.25
- Movio Media revenue grew by 73% over pcp.

## OPERATIONAL AND PRODUCT OVERVIEW

### Cinema

Vista Cinema delivered a strong first half, highlighted by the successful implementation and go-live of 90 sites with Marcus Theatres in the US. Vista Cinema now has customers in 99 countries worldwide. Revenue expansion continues with the launch of new products Serve, Horizon and expansion of our hardware offering. Serve allows our exhibitors to sell food and beverages in seated areas of cinemas and Horizon provides customers with a next-level business intelligence experience delivering real-time operational data insights that enable cinemas to make informed decisions faster.

### Movio

Movio Cinema increased its global footprint to 55 countries, growing revenue 14% in the process. Achievements included the successful implementation of Aeon, Movio's first Japanese cinema exhibitor; regional growth in LATAM of 43% and in EMEA of 41%. Movio Media revenue delivered another strong performance due to an increase in Research revenue and renewed contracts with Amazon, Warner Bros. and Viacom. Movio Media's expansion into the UK is ahead of schedule, with the Digital, Direct and Research product offerings live in that market.

### Additional Group Companies (AGC)

Performance in the AGC's was mixed, with revenues increasing modestly, but the like for like<sup>(1)</sup> EBITDA<sup>(2)</sup> slightly down. Powster continues to steadily obtain revenue growth from their showtimes platform, though creative projects targeted for the first half are now pushed to later in the year. Although small in the Group context, the Maccs business had a strong first half and good order books in the near term. New deals signed in July 2019 as well as exhibitor reporting expansion via collaboration with Vista Cinema in Europe provides an encouraging outlook for the second half of the year. Flicks has obtained unique user growth in both Australia and New Zealand, with "Your Cinema" websites now being used by 97 cinemas across 13 countries.



## Early Stage Investments (ESI)

Revenue from ESI fell back from the pcp, with revenue from Cinema Intelligence dropping due to a one-off prior year transaction and revenue in movieXchange dropping due to the decline of MoviePass, a key ticketing partner for movieXchange tickets. Consequently, EBITDA<sup>(2)</sup> reduced with a loss for the half. Cinema Intelligence is expected to have an improved second half of 2019.

## ASSOCIATES AND JOINT VENTURES

**Numero** achieved strong revenue growth over pcp. The business has launched the PreSales reporting platform and has also started providing services in multiple countries, bringing their global coverage up to 22 territories.

**Vista China** continues to perform satisfactorily, despite a drop in both the local box office and admissions in 1H2019. Revenue was 4% up over pcp and good cost management delivered a positive EBITDA<sup>(2)</sup> result. The 1H2019 highlight was the addition of 89 new sites. Vista Group is in advanced negotiations with its fellow shareholder to acquire a controlling stake in Vista China, expected to be funded from working capital and bank facilities.

**Stardust** is not consolidated due to a change in the composition of its Board and Vista Group no longer exercising control over the business. It continues to focus on product enhancements to expand its reach to avid moviegoers.

## TRANSFORMATION OF VISTA CINEMA TO SAAS

Vista Group will embark on a transformational investment beginning in the second half of 2019 to migrate Vista Cinema to a pure SaaS future. The investment will accelerate the process begun in 2017. Our goal is simple — to deliver a multi-tenant SaaS product for cinema circuits and cinemas of all sizes, in all countries, as fast as we can. We aim to have this in market in 2021, with both new and existing customers transitioning. This will drive our vision to help transform the entire film industry, deploy to customers more quickly, deliver functionality in real-time and create the platform for operating leverage in future years.

## IMPACT OF NEW LEASE ACCOUNTING STANDARD

NZ IFRS 16 *Leases* is effective for reporting periods beginning on or after 1 January 2019. In accordance with the standard, the prior period comparative has not been restated. Full disclosure of the impact of this standard on both the current and prior periods, on both a consolidated and segmental basis, are included within section 9 of the following interim financial statements.

## OVERALL SUMMARY AND OUTLOOK

In summary, our core businesses continue to perform strongly with potential for improvement in AGC in the second half of the year. Vista Group is targeting:

- Revenue growth for Vista Group's core businesses (Vista Cinema and Movio) to be in the region of 14-18% for 2019 with a continuation of the 1H2019 EBITDA<sup>(2)</sup> performance;
- Vista Group consolidated revenue growth to be in the region of 10-12% for 2019, mainly influenced by the reduction in movieXchange revenue, the reduction in revenue from Vista China, and the delay in the consolidation of Numero; in the longer term, Vista Group revenue to be in the region of 13-18% annually as it grows (excluding any acquisitions).

(1) To enable a like for like comparison, 1H2018 has been adjusted to include the impact of NZ IFRS 16. See section 9 of the following interim financial statements for full details on the impact of adopting NZ IFRS 16 on both the current and prior periods.

(2) EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition costs, capital gains/losses, impairment losses and equity accounted results from associates and joint venture companies.

(3) Global market share of screens is the percentage of all screens globally in respect of which Vista Cinema software is used.

(4) Active Moviegoer is a moviegoer who has purchased at least one ticket to a movie from a participating exhibitor during the most recent rolling 12-month period.

# STATEMENT OF COMPREHENSIVE INCOME

SIX MONTHS ENDED 30 JUNE 2019

		30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
	SECTION		
<b>Total revenue</b>	<b>1</b>	<b>67,511</b>	<b>60,112</b>
Sales and marketing expenses		5,486	4,507
Operating expenses		31,606	27,570
Administration expenses		22,387	17,633
Acquisition expenses		59	93
Foreign currency gains		(16)	(829)
<b>Total expenses</b>		<b>59,522</b>	<b>48,974</b>
<b>Operating profit</b>		<b>7,989</b>	<b>11,138</b>
Finance costs		(679)	(509)
Finance income		290	185
Share of loss from associates and joint ventures	<b>2</b>	(1,562)	(1,731)
Capital gain — Stardust	<b>2</b>	119	-
<b>Profit before tax</b>		<b>6,157</b>	<b>9,083</b>
Tax expense		(2,057)	(3,313)
<b>Profit for the period</b>		<b>4,100</b>	<b>5,770</b>
<i>Profit for the period is attributable to:</i>			
Owners of the parent		4,030	5,214
Non-controlling interests		70	556
<b>Profit for the period</b>		<b>4,100</b>	<b>5,770</b>
<b>Other comprehensive income</b>			
<i>Items that may be reclassified to profit or loss:</i>			
Exchange differences on translation of foreign operations, net of tax		(353)	1,658
<b>Total comprehensive income for the period</b>		<b>3,747</b>	<b>7,428</b>
<i>Total comprehensive income for the period is attributable to:</i>			
Owners of the parent		3,678	6,721
Non-controlling interests		69	707
<b>Total comprehensive income for the period</b>		<b>3,747</b>	<b>7,428</b>
<b>Earnings per share for profit attributable to the equity holders of the parent</b>			
Basic (cents per share)		\$0.02	\$0.03
Diluted (cents per share)		\$0.02	\$0.03

The above statement should be read in conjunction with the accompanying notes.

# STATEMENT OF CHANGES IN EQUITY

SIX MONTHS ENDED 30 JUNE 2019

ATTRIBUTABLE TO THE OWNERS OF THE PARENT							
	CONTRIBUTED EQUITY	RETAINED EARNINGS	FOREIGN CURRENCY RESERVE	SHARE-BASED PAYMENT RESERVE		NON-CONTROLLING INTERESTS	TOTAL EQUITY
SECTION	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	TOTAL NZ\$'000	NZ\$'000	NZ\$'000
UNAUDITED							
Balance at 31 December 2018	59,378	80,837	3,202	2,795	146,212	13,184	159,396
Accounting policy change 9	-	(357)	-	-	(357)	(62)	(419)
Restated total equity	59,378	80,480	3,202	2,795	145,855	13,122	158,977
Profit for the period	-	4,030	-	-	4,030	70	4,100
Other comprehensive income	-	-	(352)	-	(352)	(1)	(353)
Total comprehensive income	-	4,030	(352)	-	3,678	69	3,747
Non-controlling interest change	-	-	-	-	-	(1,299)	(1,299)
Share-based payments	2,211	-	-	(497)	1,714	-	1,714
Dividends paid 7	-	(3,476)	-	-	(3,476)	(725)	(4,201)
Balance at 30 June 2019	61,589	81,034	2,850	2,298	147,771	11,167	158,938
UNAUDITED							
Balance at 31 December 2017	57,821	75,206	2,101	1,749	136,877	11,224	148,101
Accounting policy change	-	(1,295)	-	-	(1,295)	(40)	(1,335)
Restated total equity	57,821	73,911	2,101	1,749	135,582	11,184	146,766
Profit for the period	-	5,214	-	-	5,214	556	5,770
Other comprehensive income	-	-	1,507	-	1,507	151	1,658
Total comprehensive income	-	5,214	1,507	-	6,721	707	7,428
Issue of equity	-	-	-	-	-	100	100
Share-based payments	841	-	-	394	1,235	(1)	1,234
Dividends paid 7	-	(2,861)	-	-	(2,861)	(563)	(3,424)
VCL share based payment	589	-	-	(524)	65	-	65
Balance at 30 June 2018	59,251	76,264	3,608	1,619	140,742	11,427	152,169

The above statement should be read in conjunction with the accompanying notes.

# STATEMENT OF FINANCIAL POSITION

AS AT 30 JUNE 2019

		30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
	SECTION		
<b>CURRENT ASSETS</b>			
Cash		24,818	34,353
Trade and other receivables	4	58,090	61,353
Income tax receivable		1,821	919
<b>Total current assets</b>		<b>84,729</b>	<b>96,625</b>
<b>NON-CURRENT ASSETS</b>			
Property, plant and equipment		5,597	5,358
Lease assets	6	4,743	-
Investment in associates and joint ventures	2	32,221	31,879
Goodwill	3	63,813	63,947
Other intangible assets	5	22,706	20,441
Deferred tax asset		5,272	2,836
<b>Total non-current assets</b>		<b>134,352</b>	<b>124,461</b>
<b>Total assets</b>		<b>219,081</b>	<b>221,086</b>
<b>CURRENT LIABILITIES</b>			
Trade and other payables		12,662	18,602
Lease liabilities	6	2,446	-
Deferred revenue		24,304	21,396
Borrowings related party		223	-
Income tax payable		1,746	3,729
<b>Total current liabilities</b>		<b>41,381</b>	<b>43,727</b>
<b>NON-CURRENT LIABILITIES</b>			
Borrowings related party		659	868
Borrowings external		11,032	11,076
Lease liabilities	6	3,012	-
Deferred revenue		1,221	4,491
Provisions		528	508
Deferred tax liability		2,310	1,020
<b>Total non-current liabilities</b>		<b>18,762</b>	<b>17,963</b>
<b>Total liabilities</b>		<b>60,143</b>	<b>61,690</b>
<b>Net assets</b>		<b>158,938</b>	<b>159,396</b>
<b>EQUITY</b>			
Contributed equity		61,589	59,378
Retained earnings		81,034	80,837
Foreign currency reserve		2,850	3,202
Share-based payment reserve		2,298	2,795
<b>Total equity attributable to owners of the parent</b>		<b>147,771</b>	<b>146,212</b>
Non-controlling interests		11,167	13,184
<b>Total equity</b>		<b>158,938</b>	<b>159,396</b>

For and on behalf of the Board who authorised these financial statements for issue on 29 August 2019.

  
Kirk Senior Chairman

  
Susan Peterson Chair Audit and Risk Committee

The above statement should be read in conjunction with the accompanying notes.

# STATEMENT OF CASHFLOWS

SIX MONTHS ENDED 30 JUNE 2019

		30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
	SECTION		
<b>CASHFLOWS FROM OPERATING ACTIVITIES</b>			
Receipts from customers		74,410	61,213
Interest received		-	185
Payments to suppliers		(60,536)	(42,834)
Taxes paid		(5,989)	(5,741)
Interest paid		(398)	(323)
<b>Net cash inflow from operating activities</b>		<b>7,487</b>	<b>12,500</b>
<b>CASHFLOWS FROM INVESTING ACTIVITIES</b>			
Purchase of property, plant and equipment		(2,433)	(1,480)
Internally generated software and other intangibles	5	(5,788)	(4,032)
Proceeds from disposal of intangibles	5	-	1,388
Related party loan advance — Numero	2	(644)	(667)
Funding provided to associates and joint ventures		(543)	-
Derecognition of Stardust cash balances		(1,545)	-
Proceeds from Vista China transaction		-	165
<b>Net cash applied to investing activities</b>		<b>(10,953)</b>	<b>(4,626)</b>
<b>CASHFLOWS FROM FINANCING ACTIVITIES</b>			
Reduction of lease liability	6	(1,861)	-
Loans and borrowings		-	261
Dividends paid to non-controlling interest		(725)	(563)
Dividends paid to the owners of the parent	7	(3,476)	(2,861)
<b>Net cash applied to financing activities</b>		<b>(6,062)</b>	<b>(3,163)</b>
Net (decrease)/increase in cash		(9,528)	4,711
Cash at the beginning of the period		34,353	20,954
Foreign exchange differences		(7)	631
<b>Cash at the end of the period</b>		<b>24,818</b>	<b>26,296</b>

The above statement should be read in conjunction with the accompanying notes.

# NOTES TO THE FINANCIAL STATEMENTS

## 1. OPERATING SEGMENTS

Vista Group operates in the vertical cinema/film market via four operating segments and a corporate segment. The Chief Executive and the Board of Vista Group are considered to be the Chief Operating Decision Maker (CODM) in terms of NZ IFRS 8 *Operating Segments*. These segments have been defined based on the reports regularly reviewed by the CODM to make strategic decisions.

The Cinema segment includes software associated with cinema management via the Vista software suite of products, plus the cloud based Veezi product for smaller scale cinemas. The Movio segment includes Movio Cinema and Movio Media that provide data analytics and campaign management. The Additional Group Companies segment is an aggregation of the Maccs, Powster and Flicks businesses, none of which individually exceed the 10% threshold for segment revenue or profitability that would require disclosure under NZ IFRS 8. The Early Stage Investments segment includes businesses that are in the start-up phase of their life cycle. This segment includes MovieXchange, Share Dimension (Cinema Intelligence) and Stardust until 25 February 2019, at which date the entity no longer meets the requirements for control (see section 2). Similar to the Additional Group Companies segment, none of the businesses included in this segment individually exceed the 10% threshold for segment revenue or profitability that would require disclosure under NZ IFRS 8. The Corporate segment contains the shared services functions associated with Vista Group International, being legal, finance, and senior management. Revenue received from the associate company Vista Entertainment Solutions (Shanghai) Limited (Vista China) was recognised within the corporate segment.

The CODM does not regularly review segment assets and liabilities and therefore no such details are provided below.

	CINEMA	MOVIO	ADDITIONAL GROUP COMPANIES	EARLY STAGE INVESTMENTS <sup>(1)</sup>	CORPORATE	TOTAL
30 JUNE 2019 UNAUDITED	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
<b>Timing of revenue recognition</b>						
At a point in time	19,538	4,204	1,357	741	-	25,840
Over time	26,294	7,394	6,430	520	1,033	41,671
<b>Total revenue</b>	<b>45,832</b>	<b>11,598</b>	<b>7,787</b>	<b>1,261</b>	<b>1,033</b>	<b>67,511</b>
Operating expenses	(21,427)	(5,000)	(3,820)	(1,266)	(93)	(31,606)
Sales, marketing and admin expenses	(8,753)	(4,316)	(3,356)	(986)	(6,716)	(24,127)
Foreign currency gains/(losses)	16	26	(42)	(1)	17	16
<b>EBITDA<sup>(2)</sup></b>	<b>15,668</b>	<b>2,308</b>	<b>569</b>	<b>(992)</b>	<b>(5,759)</b>	<b>11,794</b>

	CINEMA	MOVIO	ADDITIONAL GROUP COMPANIES	EARLY STAGE INVESTMENTS	CORPORATE	TOTAL
30 JUNE 2018 UNAUDITED	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
<b>Timing of revenue recognition</b>						
At a point in time	16,085	3,342	895	1,849	-	22,171
Over time	23,617	5,223	5,825	392	2,884	37,941
<b>Total revenue</b>	<b>39,702</b>	<b>8,565</b>	<b>6,720</b>	<b>2,241</b>	<b>2,884</b>	<b>60,112</b>
Operating expenses	(19,360)	(3,892)	(3,440)	(785)	(93)	(27,570)
Sales, marketing and admin expenses	(8,620)	(3,220)	(2,734)	(1,036)	(4,646)	(20,256)
Foreign currency gains/(losses)	1,075	70	23	37	(376)	829
<b>EBITDA<sup>(2)</sup></b>	<b>12,797</b>	<b>1,523</b>	<b>569</b>	<b>457</b>	<b>(2,231)</b>	<b>13,115</b>

(1) Includes results of Stardust until 25 February 2019, at which date the entity no longer meets the requirements for control (see section 2).

(2) EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains/losses, impairment losses and equity accounted results from associates and joint venture companies.

# NOTES TO THE FINANCIAL STATEMENTS

## Reconciliation of EBITDA to profit before tax

	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
<b>EBITDA<sup>(2)</sup></b>	11,794	13,115
Depreciation and amortisation	(3,746)	(1,884)
<b>EBIT<sup>(3)</sup></b>	8,048	11,231
Finance income	290	185
Finance costs	(679)	(509)
Acquisition expenses	(59)	(93)
Share of loss from associates and joint ventures	(1,562)	(1,731)
Capital gain — Stardust	119	-
<b>Profit before tax</b>	<b>6,157</b>	<b>9,083</b>

## Revenue by source

	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
Product	33,729	28,788
Maintenance	22,634	20,940
Services	6,456	5,525
Development	2,055	3,375
Hardware	2,533	-
Other	104	1,484
<b>Total revenue</b>	<b>67,511</b>	<b>60,112</b>

## Revenue by domicile of entity

Vista Group recognises revenue within entities across several jurisdictions. Revenue is allocated to geographical regions based on where the sale is recorded by each operating entity within Vista Group. Independent resellers are used to promote Vista Group's products in multiple jurisdictions. The revenues recognised via these independent resellers are not allocated geographically, rather they are shown within the New Zealand and United Kingdom jurisdictions based on the location of the transacting Vista Group entity.

The Other category in the tables below include entities in the Netherlands, Germany, Romania and South Africa. The comparatives below have been restated to separately disclose Mexico.

	30 JUNE 2019 NZ\$'000 UNAUDITED	RESTATED 30 JUNE 2018 NZ\$'000 UNAUDITED
New Zealand	13,370	15,970
United States	28,036	19,687
United Kingdom	15,687	13,144
Mexico	6,437	7,727
Other	3,981	3,584
<b>Total revenue</b>	<b>67,511</b>	<b>60,112</b>

(2) EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation and amortisation, acquisition expenses, capital gains/losses, impairment losses and equity accounted results from associates and joint venture companies.

(3) EBIT is a non-GAAP measure and is defined as earnings before net finance costs, income tax, acquisition expenses, capital gains/losses, impairment losses and equity accounted results from associates and joint venture companies.

# NOTES TO THE FINANCIAL STATEMENTS

## Non-current assets by domicile of entity

Non-current operating assets by location of the reporting entity are presented in the following table:

	30 JUNE 2019 NZ\$'000 UNAUDITED	RESTATED 31 DECEMBER 2018 NZ\$'000 AUDITED
New Zealand	43,982	41,558
United States	10,155	8,531
United Kingdom	10,383	8,788
Mexico	11,416	11,370
Other	20,923	19,499

As required by NZ IFRS 8, the table above excludes deferred tax assets (the comparatives have been restated accordingly). Investment in associates and joint ventures have also been excluded as they are not consolidated.

## 2. ASSOCIATES AND JOINT VENTURE COMPANIES

### STARDUST

On 25 February 2019, Vista Group entered into agreements that resulted in Stardust Solutions Limited (Stardust) no longer meeting the requirements for control under NZ IFRS 10 *Consolidated Financial Statements*. Under the terms of the amended shareholders' agreement, Vista Group no longer have an entitlement to appoint a majority of the Directors, nor to solely appoint the CEO. Holding two Board seats out of four enables Vista Group to exercise significant influence over Stardust and therefore classifies this entity as a joint venture. Vista Group ceased to consolidate Stardust as of 25 February 2019 with its shareholding remaining unchanged at 58.88%.

On 25 February 2019, the carrying value of Stardust's net assets were \$3.2m. The fair value of the retained 58.88% shareholding in Stardust required management judgement with the intellectual property being calculated using a "cost to replace" valuation model (a level 3 fair value measurement technique). Vista Group recognised a \$0.1m gain on deconsolidation, calculated as follows:

	30 JUNE 2019 NZ\$'000 UNAUDITED
Fair value of the 58.88% of Stardust retained by Vista Group	1,978
Less: carrying value of net assets of Stardust	(3,157)
Add: carrying value of non-controlling interests	1,298
<b>Capital gain on deconsolidation of Stardust</b>	<b>119</b>
Income tax expense	-
<b>Capital gain on deconsolidation of Stardust</b>	<b>119</b>



# NOTES TO THE FINANCIAL STATEMENTS

## Carrying values

	VISTA CHINA		STARDUST	
	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Opening net assets	24,575	28,725	-	-
Net assets of Stardust at 25 February 2019	-	-	3,157	-
Loss for the period	(1,341)	(4,150)	(477)	-
Dividends declared	(1,512)	-	-	-
<b>Closing net assets</b>	<b>21,722</b>	<b>24,575</b>	<b>2,680</b>	<b>-</b>
Vista Group interest	47.50%	47.50%	58.88%	-
Vista Group share	10,318	11,673	1,578	-
Goodwill	20,206	20,206	119	-
<b>Carrying values</b>	<b>30,524</b>	<b>31,879</b>	<b>1,697</b>	<b>-</b>

Stardust was consolidated as a subsidiary for the period through 25 February 2019. During this period the entity contributed no revenue and \$0.1m loss after tax. Vista Group recognised an equity accounted loss for the period after which Stardust ceased to be consolidated of \$0.3m.

The carrying value of Numero at 30 June 2019 was \$nil (31 December 2018: \$nil). The following disclosures do not include Numero as it is not deemed to be a material associated company of Vista Group.

## Summarised financial positions

A summarised Statement of Financial Position as at 30 June 2019 is presented below:

	VISTA CHINA		STARDUST	
	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Cash	16,665	26,366	1,528	1,545
Trade and other receivables	8,255	11,582	162	8
Total current assets	24,920	37,948	1,690	1,553
Total non-current assets	5,077	1,315	6,055	1,901
<b>Total assets</b>	<b>29,997</b>	<b>39,263</b>	<b>7,745</b>	<b>3,454</b>
Total current liabilities	(6,800)	(13,221)	(5,054)	(125)
Total non-current liabilities	(263)	(18)	-	-
<b>Total liabilities</b>	<b>(7,063)</b>	<b>(13,239)</b>	<b>(5,054)</b>	<b>(125)</b>
Effect of translation	(1,212)	(1,449)	(11)	(31)
<b>Net assets</b>	<b>21,722</b>	<b>24,575</b>	<b>2,680</b>	<b>3,298</b>

On 30 January 2019, Vista China provided a retention accommodation loan of \$4.3m to the CEO of Vista China. This loan is interest free, secured against equity in Vista China and matures on 30 January 2022.

# NOTES TO THE FINANCIAL STATEMENTS

## Summarised trading results

A summarised Statement of Comprehensive Income and a reconciliation to the equity accounted loss recognised in Vista Group is detailed below for the six months ended 30 June 2019. This has been amended to reflect adjustments made to align the associates and joint venture company accounting policies to Vista Group accounting policies.

	VISTA CHINA		STARDUST	
	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
<b>Revenue</b>	<b>9,085</b>	<b>8,720</b>	<b>-</b>	<b>-</b>
Total expenses	(10,426)	(11,411)	(477)	(347)
<b>Loss for the period</b>	<b>(1,341)</b>	<b>(2,691)</b>	<b>(477)</b>	<b>(347)</b>
Vista Group equity accounted interest	47.50%	39.53%	58.88%	0.00%
<b>Vista Group equity accounted loss for the period</b>	<b>(637)</b>	<b>(1,064)</b>	<b>(281)</b>	<b>-</b>

## Related parties

The associates and joint venture company related party balances are detailed in the table below:

	NUMERO		VISTA CHINA		STARDUST	
	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Related party receivable	-	-	571	6,838	3,354	-
Related party payable	-	-	(44)	(4,791)	(2,291)	-
Related party loan	9,030	8,386	-	-	-	-
Provision for impairment	(3,617)	(2,973)	-	-	-	-
<b>Net receivable</b>	<b>5,413</b>	<b>5,413</b>	<b>527</b>	<b>2,047</b>	<b>1,063</b>	<b>-</b>

Related party transactions for the 6 months ended 30 June 2019 were as follows:

	NUMERO		VISTA CHINA		STARDUST	
	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED	30 JUNE 2019 NZ\$'000 UNAUDITED	30 JUNE 2018 NZ\$'000 UNAUDITED
Development fees	315	253	-	1,851	-	-
License fees	203	221	-	-	-	-
Maintenance fees	-	-	1,033	1,033	-	-
Interest on loan	219	130	-	-	-	-
Dividend to Vista Group	-	-	719	-	-	-
Other advances	(93)	63	64	4	611	-
<b>Total recharges</b>	<b>644</b>	<b>667</b>	<b>1,816</b>	<b>2,888</b>	<b>611</b>	<b>-</b>

During the period, Vista Group recognised \$1.0m of revenue from Vista China (30 June 2018: \$2.9m). At the end of the period, a further \$0.3m remains as deferred revenue (30 June 2018: \$4.4m).

# NOTES TO THE FINANCIAL STATEMENTS

## 3. GOODWILL

The amount of goodwill initially recognised is dependent on the allocation of the purchase price to the fair value of the identifiable assets acquired and the liabilities assumed. The determination of the fair value of the assets and liabilities, particularly intangible assets is based, to a considerable extent, on management's judgement.

	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
<b>Gross carrying amount</b>		
Balance at 1 January	67,501	66,398
Exchange differences	(134)	1,103
<b>Gross carrying amount at period end</b>	<b>67,367</b>	<b>67,501</b>
<b>Accumulated impairment</b>		
Balance at 1 January	(3,554)	(3,554)
<b>Accumulated impairment at period end</b>	<b>(3,554)</b>	<b>(3,554)</b>
<b>Goodwill at period end</b>	<b>63,813</b>	<b>63,947</b>

Goodwill has been allocated to the following Cash Generating Units (CGU):

	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Vista Entertainment Solutions Limited (VESL)	24,393	24,414
Virtual Concepts Limited (VCL) — (Movio)	16,970	16,970
Maccs International BV (Maccs)	12,473	12,564
Share Dimension BV (Cinema Intelligence)	1,956	1,972
Powster Limited (Powster)	7,417	7,423
Flicks.co.nz Limited (Flicks)	604	604
<b>Goodwill at period end</b>	<b>63,813</b>	<b>63,947</b>

This is the lowest level at which goodwill is monitored for internal management reporting purposes. Value in use calculations are used in determining the recoverable amount of each CGU. Management has projected the cash flows for each CGU over a five-year period based on approved budgets for the first year. Determination of appropriate post-tax cash flows, terminal growth rates and discount rates for the calculation of value in use is subjective and requires a number of assumptions and estimates to be made, including growth in revenue and net profit, timing and quantum of future capital expenditure, working capital, long term growth rates and the selection of discount rates to reflect the risks involved.

# NOTES TO THE FINANCIAL STATEMENTS

## 4. TRADE AND OTHER RECEIVABLES

		30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
	SECTION		
Trade receivables		35,286	44,293
Sundry receivables		4,454	3,877
Accrued revenue		7,828	4,853
Prepayments		4,046	2,917
Related party loan — Numero	2	5,413	5,413
Related party loan — Stardust		1,063	-
<b>Total trade and other receivables</b>		<b>58,090</b>	<b>61,353</b>

Vista Group has recognised a loss of \$0.1m (31 December 2018: \$0.2m) in respect of bad debts during the period. The impairment allowance included in trade receivables was \$0.8m (31 December 2018: \$0.8m). The related party loan to Numero is presented net of the \$3.6m provision for impairment (31 December 2018: \$3.0m), see section 2 for further details. Included within trade receivables is \$0.5m receivable from Vista China (31 December 2018: \$6.8m), see section 2 for further details.

The following table summarises the impact of doubtful debts and expected credit loss provision on the trade receivables balance.

	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Trade receivables — gross	36,468	46,191
Expected credit loss provision	(415)	(1,086)
Doubtful debts provision	(767)	(812)
<b>Trade receivables — net of provisions</b>	<b>35,286</b>	<b>44,293</b>

The movement in the provision for doubtful debts during the period was as follows:

	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
Balance at 1 January	(812)	(976)
Bad debts written off	111	179
Change in provision	(66)	(15)
<b>Provision for doubtful debts at period end</b>	<b>(767)</b>	<b>(812)</b>

# NOTES TO THE FINANCIAL STATEMENTS

## 5. OTHER INTANGIBLE ASSETS

30 JUNE 2019 UNAUDITED	INTERNALLY GENERATED SOFTWARE NZ\$'000	SOFTWARE LICENSES NZ\$'000	INTELLECTUAL PROPERTY NZ\$'000	CUSTOMER RELATIONSHIPS NZ\$'000	TOTAL NZ\$'000
<b>Gross carrying amount</b>					
Balance at 1 January	17,729	2,626	2,181	4,866	27,402
Internally generated software	5,606	-	-	-	5,606
Additions	-	-	182	-	182
Disposals	(2,121)	(15)	-	-	(2,136)
Exchange differences	(3)	(13)	(7)	(27)	(50)
<b>Balance at period end</b>	<b>21,211</b>	<b>2,598</b>	<b>2,356</b>	<b>4,839</b>	<b>31,004</b>
<b>Accumulated amortisation</b>					
Balance at 1 January	(1,886)	(1,239)	(996)	(2,840)	(6,961)
Amortisation	(814)	(84)	(136)	(326)	(1,360)
Disposals	-	4	-	-	4
Exchange differences	(1)	6	3	11	19
<b>Balance at period end</b>	<b>(2,701)</b>	<b>(1,313)</b>	<b>(1,129)</b>	<b>(3,155)</b>	<b>(8,298)</b>
<b>Carrying amount at 30 June 2019</b>	<b>18,510</b>	<b>1,285</b>	<b>1,227</b>	<b>1,684</b>	<b>22,706</b>

31 DECEMBER 2018 AUDITED	INTERNALLY GENERATED SOFTWARE NZ\$'000	SOFTWARE LICENSES NZ\$'000	INTELLECTUAL PROPERTY NZ\$'000	CUSTOMER RELATIONSHIPS NZ\$'000	TOTAL NZ\$'000
<b>Gross carrying amount</b>					
Balance at 1 January	9,762	2,645	2,136	7,808	22,351
Internally generated software	7,888	-	-	-	7,888
Additions	-	-	26	-	26
Disposals	-	-	-	(3,076)	(3,076)
Exchange differences	79	(19)	19	134	213
<b>Balance at year end</b>	<b>17,729</b>	<b>2,626</b>	<b>2,181</b>	<b>4,866</b>	<b>27,402</b>
<b>Accumulated amortisation</b>					
Balance at 1 January	(626)	(1,068)	(725)	(3,871)	(6,290)
Amortisation	(1,261)	(182)	(257)	(780)	(2,480)
Disposals	-	-	-	1,766	1,766
Exchange differences	1	11	(14)	45	43
<b>Balance at year end</b>	<b>(1,886)</b>	<b>(1,239)</b>	<b>(996)</b>	<b>(2,840)</b>	<b>(6,961)</b>
<b>Carrying amount at 31 December 2018</b>	<b>15,843</b>	<b>1,387</b>	<b>1,185</b>	<b>2,026</b>	<b>20,441</b>

On 23 March 2018, Vista Group announced the termination of the French market distribution agreement with Cote Cine Group (CCG). This resulted in the disposal of the customer relationship previously recognised. A settlement payment of \$1.4m was received. A net gain on disposal of \$29,000 was recognised within administrative expenses.

# NOTES TO THE FINANCIAL STATEMENTS

## 6. LEASE ASSETS AND LIABILITIES

### Recognition and measurement of Vista Group's leasing activities

Vista Group predominantly leases property for fixed periods of 1-7 years, but may have extension options. These extension options are usually at the discretion of Vista Group and are included in the measurement of the lease asset if management intends to exercise the extension. Lease terms are negotiated on an individual basis and contain a variety of terms and conditions. However, these lease agreements do not impose any covenants.

Prior to 31 December 2018, leases of property, plant and equipment were classified as either finance or operating leases. Payments made under operating leases (net of any incentives received from the lessor) were charged to profit or loss on a straight-line basis over the period of the lease.

From 1 January 2019, leases are recognised as a right of use asset (lease asset) and a corresponding liability at the date at which the leased asset is available for use by Vista Group. Each lease payment is allocated between the liability and finance cost. The finance cost is charged to profit or loss over the lease period. The lease asset is depreciated over the shorter of the asset's useful life and the lease term on a straight-line basis.

Assets and liabilities arising from a lease are initially measured on a present value basis. Lease liabilities include the net present value of the following lease payments:

- fixed payments (including in-substance fixed payments), less any lease incentives receivable
- variable lease payments that are based on an index or a rate
- amounts expected to be payable by the lessee under residual value guarantees
- the exercise price of a purchase option if the lessee is reasonably certain to exercise that option, and
- payments of penalties for terminating the lease, if the lease term reflects the lessee exercising that option.

The lease payments are discounted using the lessee's incremental borrowing rate, being the rate that the lessee would have to pay to borrow the funds necessary to obtain an asset of similar value in a similar economic environment with similar terms and conditions.

Lease assets are measured at cost comprising the following:

- the amount of the initial measurement of lease liability
- any lease payments made at or before the commencement date less any lease incentives received
- any initial direct costs, and
- restoration costs.

See section 9 for more information on adjustments recognised on adoption of NZ IFRS 16 *Leases*, practical expedients applied and the impact of first-time adoption of NZ IFRS 16 on these financial statements.

### Lease assets

Vista Group lease assets predominantly comprising property leases. Key movements relating to lease balances are presented below:

	30 JUNE 2019 NZ\$'000 UNAUDITED
<b>Balance at 1 January</b>	-
Additions due to first-time adoption of NZ IFRS 16	6,130
Additions during the year	57
Depreciation charges	(1,467)
Exchange differences	23
<b>Lease assets at period end</b>	<b>4,743</b>

# NOTES TO THE FINANCIAL STATEMENTS

## Lease liabilities

The maturity of the lease liabilities is as follows:

	30 JUNE 2019 NZ\$'000 UNAUDITED
Less than one year	2,446
One to five years	2,656
More than five years	356
<b>Total lease liabilities</b>	<b>5,458</b>

The total interest expense on lease liabilities and the total cash outflow for the six months ended 30 June 2019 was \$0.2m and \$1.9m, respectively.

## 7. DIVIDENDS

During the period Vista Group paid the final dividend related to the 2018 financial year of \$3.5m (2017: \$2.9m).

## 8. GENERAL INFORMATION

Vista Group International Limited (the 'Company' and its subsidiaries, collectively 'Vista Group') is a company incorporated and domiciled in New Zealand, and whose shares are publicly traded on the New Zealand Stock Exchange (NZX) and the Australian Securities Exchange (ASX).

The principal activity of Vista Group is the sale, support and associated development of software for the film industry.

These consolidated interim financial statements are not audited and were approved for issue on 29 August 2019.

## 9. BASIS OF PREPARATION OF HALF YEAR REPORT

The consolidated interim financial statements of Vista Group have been prepared in accordance with Generally Accepted Accounting Practice New Zealand (NZ GAAP). They comply with NZ IAS 34 *Interim Financial Reporting* and IAS 34 *Interim Financial Reporting*. The interim financial statements do not include all the notes of the type normally included in an Annual Report. Accordingly, this report is to be read in conjunction with the Annual Report for the financial year ended 31 December 2018.

The accounting policies and methods of computation and presentation adopted in the consolidated interim financial statements are consistent with those described and applied in the Annual Report for the year ended 31 December 2018, with the only exception being the adoption of NZ IFRS 16, as set out below. No other changes in accounting standards resulted in a material change to Vista Group's accounting policies.

Taxes on income in the interim periods are accrued using the tax rate that would have been applicable to expected total annual profit or loss.

### NZ IFRS 16 Leases — impact of adoption

NZ IFRS 16 is effective for annual reports beginning on or after 1 January 2019. Vista Group has adopted NZ IFRS 16 using the modified retrospective transition approach. Under this approach, the cumulative effect of initially applying NZ IFRS 16 is recognised as an adjustment to retained earnings at 1 January 2019. Comparative figures for the year ended 31 December 2018 are not restated but instead continue to reflect the accounting policies under NZ IAS 17 *Leases*.

# NOTES TO THE FINANCIAL STATEMENTS

## Adjustments recognised on adoption of NZ IFRS 16

On adoption of NZ IFRS 16, Vista Group recognised lease liabilities in relation to leases which had previously been classified as 'operating leases' under the principles of NZ IAS 17. These liabilities were measured at the present value of the remaining lease payments, discounted using the lessee's incremental borrowing rate as of 1 January 2019. The weighted average lessee's incremental borrowing rate applied to the lease liabilities on 1 January 2019 was 5.4%.

Vista Group held no finance leases at 31 December 2018.

A reconciliation of operating lease commitments at 31 December 2018 to the lease liability recognised at 1 January 2019 is shown below:

	NZ\$'000 UNAUDITED
Operating lease commitments disclosed at 31 December 2018	24,370
Discounted using the lessee's incremental borrowing rate at the date of initial application	(650)
Different treatment of leases yet to commence	(18,329)
Different treatment of extensions and incentives	1,752
<b>Lease liabilities recognised as at 1 January 2019</b>	<b>7,143</b>
<i>Classified as:</i>	
Less than one year	3,323
One to five years	3,340
More than five years	480
<b>Lease liabilities recognised as at 1 January 2019</b>	<b>7,143</b>

The lease assets predominantly comprise property leases which were measured on a retrospective basis as if the new rules had always been applied.

Vista Group have committed to a 7 year property lease in Los Angeles which will be available for use after 30 June 2019. Should the lease have commenced on 30 June 2019, Vista Group would have recognised an additional \$13.7m lease asset and liability.

## Practical expedients applied

In applying NZ IFRS 16 for the first time, Vista Group has used the following practical expedients permitted by the standard:

- use of a single discount rate to leases with reasonably similar characteristics;
- use of hindsight in determining a lease term;
- reliance on previous assessments on whether leases are onerous; and
- exclusion of initial direct costs for the measurement of the lease asset at the date of initial application.

Vista Group has also elected not to reassess whether a contract contains a lease at the date of initial application. Instead, for contracts entered into before the transition date, Vista Group relied on its assessment made applying NZ IAS 17 *Leases* and IFRIC 4 *Determining whether an arrangement contains a lease*.



# NOTES TO THE FINANCIAL STATEMENTS

## Impact of NZ IFRS 16 on these financial statements

STATEMENT OF FINANCIAL POSITION (EXTRACT)	30 JUNE 2019			31 DECEMBER 2018		
	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	EXCLUDING NZ IFRS 16	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	AS PREVIOUSLY REPORTED
	NZ\$'000 UNAUDITED	NZ\$'000 UNAUDITED	NZ\$'000 UNAUDITED	NZ\$'000 UNAUDITED	NZ\$'000 UNAUDITED	NZ\$'000 AUDITED
Cash	24,818	-	24,818	34,353	-	34,353
Other current assets	59,911	-	59,911	62,272	-	62,272
<b>Total current assets</b>	<b>84,729</b>	<b>-</b>	<b>84,729</b>	<b>96,625</b>	<b>-</b>	<b>96,625</b>
Property, plant and equipment	5,597	-	5,597	5,358	-	5,358
Lease assets	4,743	4,743	-	6,130	6,130	-
Deferred tax asset	5,272	1,348	3,924	4,619	1,783	2,836
Other non-current assets	118,740	-	118,740	116,267	-	116,267
<b>Total non-current assets</b>	<b>134,352</b>	<b>6,091</b>	<b>128,261</b>	<b>132,374</b>	<b>7,913</b>	<b>124,461</b>
<b>Total assets</b>	<b>219,081</b>	<b>6,091</b>	<b>212,990</b>	<b>228,999</b>	<b>7,913</b>	<b>221,086</b>
Trade and other payables	12,662	(257)	12,919	18,317	(285)	18,602
Lease liabilities	2,446	2,446	-	3,323	3,323	-
Income tax payable	1,746	(79)	1,825	3,673	(56)	3,729
Other current liabilities	24,527	-	24,527	21,396	-	21,396
<b>Total current liabilities</b>	<b>41,381</b>	<b>2,110</b>	<b>39,271</b>	<b>46,709</b>	<b>2,982</b>	<b>43,727</b>
Lease liabilities	3,012	3,012	-	3,820	3,820	-
Deferred tax liabilities	2,310	1,175	1,135	2,550	1,530	1,020
Other non-current liabilities	13,440	-	13,440	16,943	-	16,943
<b>Total non-current liabilities</b>	<b>18,762</b>	<b>4,187</b>	<b>14,575</b>	<b>23,313</b>	<b>5,350</b>	<b>17,963</b>
<b>Total liabilities</b>	<b>60,143</b>	<b>6,297</b>	<b>53,846</b>	<b>70,022</b>	<b>8,332</b>	<b>61,690</b>
<b>Net assets</b>	<b>158,938</b>	<b>(206)</b>	<b>159,144</b>	<b>158,977</b>	<b>(419)</b>	<b>159,396</b>
Contributed equity	61,589	-	61,589	59,378	-	59,378
Retained earnings	81,034	(124)	81,158	80,480	(357)	80,837
Foreign currency reserve	2,850	-	2,850	3,202	-	3,202
Share-based payment reserve	2,298	-	2,298	2,795	-	2,795
<b>Total equity attributable to owners of the parent</b>	<b>147,771</b>	<b>(124)</b>	<b>147,895</b>	<b>145,855</b>	<b>(357)</b>	<b>146,212</b>
Non-controlling interests	11,167	(82)	11,249	13,122	(62)	13,184
<b>Total equity</b>	<b>158,938</b>	<b>(206)</b>	<b>159,144</b>	<b>158,977</b>	<b>(419)</b>	<b>159,396</b>

# NOTES TO THE FINANCIAL STATEMENTS

STATEMENT OF COMPREHENSIVE INCOME (EXTRACT)	SIX MONTHS 30 JUNE 2019			SIX MONTHS 30 JUNE 2018		
	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	EXCLUDING NZ IFRS 16	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	AS PREVIOUSLY REPORTED
	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED
<b>Total revenue</b>	<b>67,511</b>	-	<b>67,511</b>	<b>60,112</b>	-	<b>60,112</b>
Operating expenses	31,606	-	31,606	27,570	-	27,570
Administration expenses	22,387	(364)	22,751	17,443	(190)	17,633
Other expenses	5,529	-	5,529	3,771	-	3,771
<b>Total expenses</b>	<b>59,522</b>	<b>(364)</b>	<b>59,886</b>	<b>48,784</b>	<b>(190)</b>	<b>48,974</b>
<b>Operating profit</b>	<b>7,989</b>	<b>364</b>	<b>7,625</b>	<b>11,328</b>	<b>190</b>	<b>11,138</b>
Finance costs	(679)	(151)	(528)	(691)	(182)	(509)
Finance income	290	-	290	185	-	185
Share of loss from associates and joint ventures	(1,562)	-	(1,562)	(1,731)	-	(1,731)
Capital gain — Stardust	119	-	119	-	-	-
<b>Profit before tax</b>	<b>6,157</b>	<b>213</b>	<b>5,944</b>	<b>9,091</b>	<b>8</b>	<b>9,083</b>
Tax expense	(2,057)	-	(2,057)	(3,313)	-	(3,313)
<b>Profit for the period</b>	<b>4,100</b>	<b>213</b>	<b>3,887</b>	<b>5,778</b>	<b>8</b>	<b>5,770</b>
Other comprehensive income	(353)	-	(353)	1,658	-	1,658
<b>Total comprehensive income for the period</b>	<b>3,747</b>	<b>213</b>	<b>3,534</b>	<b>7,436</b>	<b>8</b>	<b>7,428</b>
<b>Earnings per share for profit attributable to the equity holders of the parent</b>						
Basic (cents per share)	\$0.02	-	\$0.02	\$0.03	-	\$0.03
Diluted (cents per share)	\$0.02	-	\$0.02	\$0.03	-	\$0.03

Other than the reclassification of the principal portion of operating lease payments to financing activities, NZ IFRS 16 had no other significant impact to the cash flow statement.

A reconciliation of EBITDA to profit before tax for the period is as follows:

	SIX MONTHS 30 JUNE 2019			SIX MONTHS 30 JUNE 2018		
	ADJUSTED FOR IFRS 16	IMPACT OF IFRS 16	EXCLUDING IFRS 16	ADJUSTED FOR IFRS 16	IMPACT OF IFRS 16	AS PREVIOUSLY REPORTED
	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED
<b>EBITDA</b>	<b>11,794</b>	<b>1,831</b>	<b>9,963</b>	<b>14,559</b>	<b>1,444</b>	<b>13,115</b>
Depreciation & amortisation	(3,746)	(1,467)	(2,279)	(3,138)	(1,254)	(1,884)
<b>EBIT</b>	<b>8,048</b>	<b>364</b>	<b>7,684</b>	<b>11,421</b>	<b>190</b>	<b>11,231</b>
Finance income	290	-	290	185	-	185
Finance costs	(679)	(151)	(528)	(691)	(182)	(509)
Acquisition expenses	(59)	-	(59)	(93)	-	(93)
Share of loss from associates and joint ventures	(1,562)	-	(1,562)	(1,731)	-	(1,731)
Capital gain — Stardust	119	-	119	-	-	-
<b>Profit before tax</b>	<b>6,157</b>	<b>213</b>	<b>5,944</b>	<b>9,091</b>	<b>8</b>	<b>9,083</b>

If NZ IFRS 16 was implemented for the 12 months ended 31 December 2018, profit before tax and EBITDA would have been \$21.4m and \$32.6m respectively.

# NOTES TO THE FINANCIAL STATEMENTS

A reconciliation of segmental EBITDA for the period is as follows:

	SIX MONTHS 30 JUNE 2019			SIX MONTHS 30 JUNE 2018		
	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	EXCLUDING NZ IFRS 16	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	AS PREVIOUSLY REPORTED
	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED
Cinema	15,668	1,382	14,286	13,900	1,103	12,797
Movio	2,308	127	2,181	1,630	107	1,523
Additional Group Companies	569	322	247	803	234	569
Early Stage Investments	(992)	-	(992)	457	-	457
Corporate	(5,759)	-	(5,759)	(2,231)	-	(2,231)
<b>Vista Group EBITDA</b>	<b>11,794</b>	<b>1,831</b>	<b>9,963</b>	<b>14,559</b>	<b>1,444</b>	<b>13,115</b>

If NZ IFRS 16 was implemented for the 12 months ended 31 December 2018, EBITDA by segment would have been \$28.1m for Cinema, \$6.5m for Movio, \$2.1m for Additional Group Companies, \$0.4m for Early Stage Investments and (\$4.5m) for Corporate.

A reconciliation of non-current assets by domicile of entity is as follows:

	30 JUNE 2019			31 DECEMBER 2018		
	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	EXCLUDING NZ IFRS 16	ADJUSTED FOR NZ IFRS 16	IMPACT OF NZ IFRS 16	AS PREVIOUSLY REPORTED
	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000	NZ\$'000
	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	UNAUDITED	AUDITED
New Zealand	43,982	688	43,294	42,767	1,209	41,558
United States	10,155	1,756	8,399	10,943	2,412	8,531
United Kingdom	10,383	1,908	8,475	11,232	2,444	8,788
Mexico	11,416	61	11,355	11,454	84	11,370
Other	20,923	1,678	19,245	21,263	1,764	19,499

## 10. FINANCIAL INSTRUMENTS

### Financial instruments by category

	30 JUNE 2019 NZ\$'000 UNAUDITED	31 DECEMBER 2018 NZ\$'000 AUDITED
<b>Financial assets measured at amortised cost</b>		
Cash	24,818	34,353
Trade receivables	35,286	44,293
Sundry receivables	3,217	3,343
Related party loan — Numero	5,413	5,413
	<b>68,734</b>	<b>87,402</b>
<b>Financial liabilities measured at amortised cost</b>		
Trade payables	705	5,824
Sundry accruals	4,184	3,978
Borrowings	11,914	11,944
	<b>16,803</b>	<b>21,746</b>

# NOTES TO THE FINANCIAL STATEMENTS

## Fair values

Vista Group's financial instruments that are measured subsequent to initial recognition at fair values are grouped into levels based on the degree to which the fair value is observable:

- Level 1 Fair value measurements derived from quoted prices in active markets for identical assets.
- Level 2 Fair value measurements derived from inputs other than quoted prices included within level 1 that are observable for the asset or liability, either directly or indirectly.
- Level 3 Fair value measurements derived from valuation techniques that include inputs for the asset or liability which are not based on observable market data.

During the year, there have been no transfers between levels or changes in the valuation methods used to determine the fair value of Vista Group's financial instruments. At 30 June 2019, no financial assets or liabilities were held at fair value using level 3 measurements. Vista Group did however use a level 3 measurement during the year to determine the fair value of Stardust (see section 2), however at 30 June 2019 Vista Group's stake in Stardust is equity accounted.

## 11. OTHER DISCLOSURES

### Contingent liabilities

There were no contingent liabilities for Vista Group at 30 June 2019 (at 31 December 2018: \$nil).

### Capital commitments

There were no capital commitments for Vista Group at 30 June 2019 (at 31 December 2018: \$nil).

### Related parties

Related parties are materially consistent with those disclosed in the 2018 Annual Report. See section 2 for further details of Vista Group's associates and joint ventures.

### Events after balance date

#### Los Angeles lease

Vista Group have agreed a 7 year property lease through to July 2026 in Los Angeles, with these premises being available for use in July 2019. Should these premises have been available at 30 June 2019, Vista Group would have recognised a lease asset of \$13.7m, a current lease liability of \$1.0m and a non-current lease liability of \$12.7m.

### Approval of interim dividend

On 29 August 2019, the Directors approved a fully imputed final dividend of 1.2 cents per share. The dividend record date is 13 September 2019 and the payment date 27 September 2019.



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# Vista Group International Limited

## Results Announcement

Results for Announcement to the Market		
Name of issuer	Vista Group International Limited (NZX & ASX:VGL)	
Reporting Period	6 months to 30 June 2019	
Previous Reporting Period	6 months to 30 June 2018	
Currency	NZD	
	Amount (000s)	Percentage change
Revenue from continuing operations	\$67,511	12.31%
Total Revenue	\$67,511	12.31%
Net profit/(loss) from continuing operations	\$4,100	-28.94%
Total net profit/(loss)	\$4,100	-28.94%
Interim Dividend		
Amount per Quoted Equity Security	\$0.01200000	
Imputed amount per Quoted Equity Security	\$0.00466667	
Record Date	13 September 2019	
Dividend Payment Date	27 September 2019	
	Current period	Prior comparable period
Net tangible assets per Quoted Equity Security	\$0.43532936	\$0.42313484
A brief explanation of any of the figures above necessary to enable the figures to be understood	This announcement should be read in conjunction with the interim financial statements for the six month period ended 30 June 2019 that accompany this announcement.	
Authority for this Announcement		
Name of person authorised to make this announcement	Kelvin Preston – General Counsel & Company Secretary	
Contact person for this announcement	Kelvin Preston – General Counsel & Company Secretary	
Contact phone number	09 967 4113	
Contact email address	kelvin.preston@vista.co	
Date of release through MAP	29 August 2019	

Unaudited interim financial statements accompany this announcement.

# Vista Group International Limited

## Distribution Notice



Section 1: Issuer Information				
Name of issuer	Vista Group International Limited (NZX & ASX:VGL)			
Financial product name/ description	Ordinary Shares			
NZX ticker code	VGL			
ISIN	NZVGLE0003S1			
Type of distribution	Full Year		Quarterly	
	Half Year	X	Special	
	DRP applies			
Record date	13 September 2019			
Ex-Date	12 September 2019			
Payment date	27 September 2019			
Total monies associated with the distribution	\$1,996,254			
Source of distribution	Retained earnings			
Currency	NZD			
Section 2: Distribution Amounts per Financial Product				
Gross distribution	\$0.01666667			
Total cash distribution	\$0.01200000			
Excluded amount	\$nil			
Supplementary distribution amount	\$nil			
Section 3: Imputation Credits and Resident Withholding Tax				
Is the distribution imputed	Fully imputed	X		
	Partial imputation			
	No imputation			
If fully or partially imputed, please state imputation rate as % applied	100%			
Imputation tax credits per financial product	\$0.00466667			
Resident Withholding Tax per financial product	\$0.00083333			

Section 4: Distribution Re-investment Plan (if applicable)		
DRP % discount (if any)	Not applicable	
Start date and end date for determining market price for DRP		
Date strike price to be announced		
Specify source of financial products to be issued under DRP programme		
DRP strike price per financial product		
Last date to submit a participation notice for this distribution in accordance with DRP participation terms		
Section 5: Authority for this Announcement		
Name of person authorised to make this announcement	Kelvin Preston – General Counsel & Company Secretary	
Contact person for this announcement	Kelvin Preston – General Counsel & Company Secretary	
Contact phone number	09 967 4113	
Contact email address	kelvin.preston@vista.co	
Date of release through MAP	29 August 2019	