



Market Announcement

28 February 2018, Vista Group International Limited, Auckland, New Zealand

Vista Group Continues Its Stellar Run with FY2017 Result

Vista Group International (VGL: NZX/ASX), has released its FY2017 result reporting impressive growth and profitability stats across its businesses. Implementing a vertical integration strategy across the film industry since listing in August 2014, Vista Group growth has shown significant success in its drive toward achieving majority global market share across its movie industry sectors.

Financial Highlights

- 20% Revenue growth over FY2016 of \$106.6m - The 4th consecutive year of 20%+ revenue growth
- 42% EBITDA¹ growth to \$25.0m
- 104% Increase in operating cashflow to \$11.0m
- 37% Revenue growth in Movio to \$15.5m. 150% Revenue growth in Movio Media was exceptional
- 71% Revenue growth in China business over FY2016
- 21% growth in Group annuity/recurring revenue to \$64.3m - representing 60% of total revenue
- 28% increase in FY2017 dividend with a final dividend of 1.74 cents per share representing a total pay-out at the top end of the policy range at 50% NPAT

Operational Highlights

- Further advanced the Vista global leadership position in the cinema industry
- 793 new Vista Cinema sites - another very strong year of site growth to a cumulative 6,350 sites
- 112 new Veezi sites to a cumulative 643 sites
- 10% increase in average license revenue per site for Vista Cinema & Veezi
- Strong growth in Movio from the closure of several long-term agreements (Epsilon, Fox, Viacom)
- 44% Growth in Movio total revenue per 1,000 active moviegoers in the US market to \$449
- Strategy to increase investments to achieve control to enable consolidation into Vista Group results
 - Completion of strategic acquisition of Senda, our long-term business partner in Mexico
 - Increase in Vista Group's shareholding in Vista China to enable consolidation from the date the transaction closes (post balance date event)
- Entry into new countries such as Brazil, Italy, Austria providing new growth opportunities for FY18 onwards
- Powster continuing to build momentum as 87 of the top 100 grossing films in 2017 used the Powster platform
- Further development and innovation on core platform and new emerging technologies



Please refer to the following attachments for full details of the result.

- Media Release
- FY2017 Financial Statements and Management Commentary
- Investor Presentation
- Appendix 1 - FY2017
- Appendix 7 - FY2017

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