



## Market Announcement

26 February 2019, Vista Group International Limited, Auckland, New Zealand.

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### Vista Group Produces Another Highlights Package

Annual result reflects 23% revenue growth – the 5<sup>th</sup> consecutive year above 20% –  
increases EBITDA and improves operating cash position

[Auckland, NZ, 26 February 2019]: Vista Group International (NZX & ASX: VGL), announces its 2018 result today, reporting impressive growth and profitability stats across its businesses. Matching the performance record the global business and investor market has come to expect from this leading New Zealand tech sector company. Continuing with its integration strategy across the film industry, Vista Group has shown significant success in its drive toward achieving majority world market share across its movie industry sectors.

Vista Entertainment Solutions ('Vista Cinema'), Vista's founding and largest business, continued the journey with 1,013 new cinema sites (including 199 in China) installed in 2018. The cumulative total of Vista Cinema sites is now 7,202 (958 in China). This achievement took Vista Cinema's share of the world's large circuit market to 40% and equates to revenue growth of 22%; excluding China Vista Cinema's global market share has increased to 48%. Improved operating leverage has also seen an increase in EBITDA of 2% percentage points to 31%. Strategically the signing of integrated Group agreements with Cineworld Group and Odeon Cinemas Group provide a platform for continued growth and deployment of other Group company products.

Movio, Vista Group's business that delivers data-driven marketing and analytics solutions to the film industry, delivered terrific growth with revenue up 47% and EBITDA up 74%. The Movio result included 122% growth for Movio Media – the 2<sup>nd</sup> year of 100%+ growth – due to the growth in research revenue and the signing of Disney to the Movio Media platform during 2018.

Additional businesses in the Group also contributed with the speed of their growth; Powster (providing creative services to the film industry to engage users with entertainment content), created more than 1,750 online 'movie destinations' representing growth of 31% on 2017 and resulting in a 52% lift in revenue and strong EBITDA.

Vista Group's strategy has been to create technology-driven efficiencies in the film industry to benefit industry participants. In 2018 Vista saw this strategy beginning to play out through movieXchange: MX Film is a new online platform developed by Vista that delivers, from the cloud, movie promotional media directly from film distributor to

cinema exhibitors; MX Tickets enables online listing globally of movie showtimes information and via third party partners, the sale of movie tickets.

On the product front, the transition to a fully cloud-based Vista Cinema moved significantly forward with the first customer cinema sites deployed and running live.

“Vista Group Chief Executive, Kimbal Riley remarked that he, the Board and all at Vista are delighted with the 2018 result. “Our consistent growth, including our less mature businesses, and increased income and profitability can be credited to our 700+ globally-located staff. Their hard work, engagement with our customers and determination to deliver unprecedented technology solutions and services is our biggest strength. As a business we have a shared vision to be the leader in software and data solutions across the film industry; our 2018 result is evidence that we have a highly committed and connected team delivering on and progressing toward that vision.”

Vista Group will deliver a final dividend to its shareholders of 2.1 cents/share resulting in a total pay-out at the top end of the policy range of 3.7 cents/share for 2018 and an increase of 27% on the previous year.

#### **FINANCIAL HIGHLIGHTS**

- 23% Revenue growth over FY2017 of \$130.7m – the 5th consecutive year of 20%+ revenue growth
- 17% EBITDA(1) growth to \$29.2m
- 150% Increase in operating cashflow to \$27.4m
- 47% Revenue growth in Movio to \$22.8m. 122% Revenue growth in Movio Media was exceptional
- 27% increase in FY2018 dividend with a final dividend of 2.1 cents per share representing a total pay-out at the top end of the policy range at 50% of NPAT
- 26% increase in Earnings per share over the prior year
- 25% increase in Profit Before Tax (NPBT) over the prior year

#### **OPERATIONAL HIGHLIGHTS**

- Vista Group global leadership position in the cinema industry sustained with 40% market share of 20+ screens segment – 48.1% excluding China
- 1013 new Vista Cinema sites (including 199 sites in China) – another very strong year of site growth to a cumulative 7,202 sites
- 24% growth in Vista Group annuity/recurring revenue to \$79.9m – representing 61% of total revenue.
- 258 new Veezi sites to a cumulative 901 sites
- Very strong result from Movio – Movio Media starring with significant growth on the back of deals with Disney and Fox
- Key large client agreements signed with super circuits – Aeon, Cineworld, Marcus, Odeon and Pathe
- Percentage of total revenue from SaaS(2) business across Vista Group increased from 25% in FY2017 to 32% in 2018
- Outstanding improvement in collection of cash drives record operating cash flow

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