

# Shaw and Partners Technology Conference

29 April 2024



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# The business case for investing in Vista Group

## A world leader in film and cinema technology



Competitive advantage through **46% global market share** in the enterprise cinema market<sup>1</sup>



**Increasing total addressable market** as cloud transition brings a greater share of client technology spend



**Strong annualised recurring revenue (ARR)<sup>2</sup>**, forecast to grow by 15%+ per annum from 2025



**Increasing industry demand for technology solutions** to drive growth and operating efficiency



**Growing free cashflow (FCF)<sup>3</sup> and EBITDA<sup>4</sup>** during Q4 2024



**Expansion opportunities** within the film industry and adjacent entertainment industry

<sup>1</sup> Percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding China and India.

<sup>2</sup> ARR is Annualised Recurring Revenue, calculated as trailing 3 month Recurring Revenue multiplied by four.

<sup>3</sup> Free Cash Flow is a non-GAAP measure which is calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2023 Annual Report).

<sup>4</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Annual Report) and share of equity accounted results from associates.



→ Vista Group's **vision** is for our digital ecosystem  
to **connect the film industry** and  
**power the moviegoer experience** →



## What does Vista Group do?

- 46% market share<sup>1</sup>
- \$US15b+ GTV<sup>2</sup>
- Mission critical technology
- Growing film segment
- 100+ countries
- Focus on innovation
  - Process, data and AI



**We provide the  
technology solutions  
powering the world's  
largest cinema circuits  
and film distributors**

<sup>1</sup> Percentage of the world market for Cinema Exhibition Companies with 20+ screens, excluding China and India.

<sup>2</sup> Gross transaction value involves management estimates based on publicly listed company disclosure for cinema circuits and general market data.

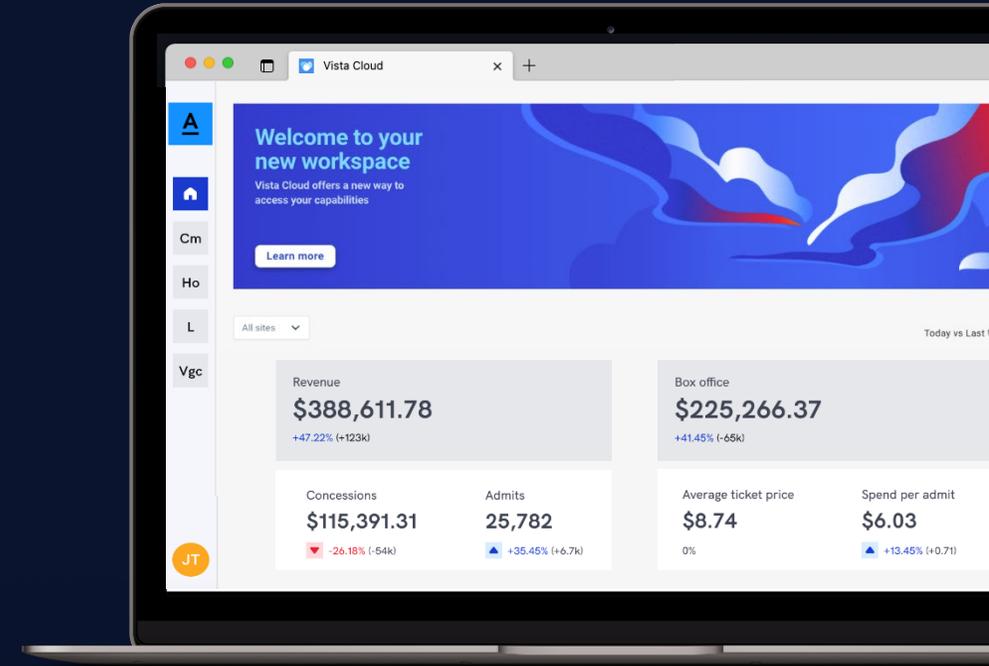
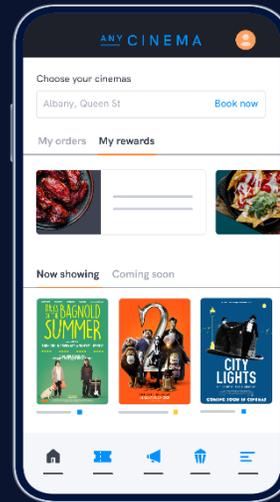
# That's all great – but is our opportunity growing?



← Includes potential ecosystem and stepout areas such as..

- Marketing
- Film Distribution
- Payments / Ticketing
- Out of Home Entertainment/FEC

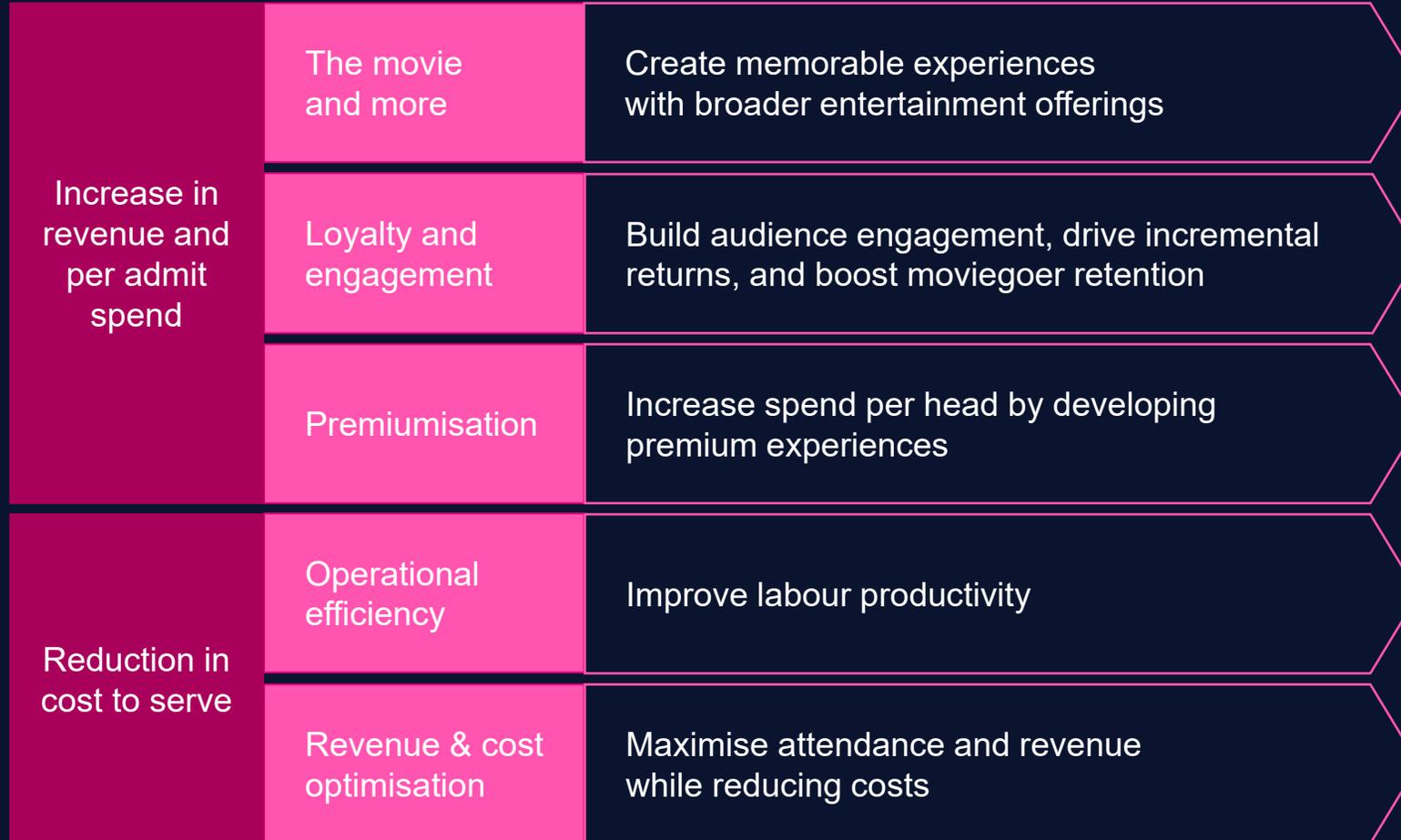
# Our solutions



# Strong alignment to industry drivers

Vista Group's solutions enable clients to capture value

## Exhibition Client Value Drivers

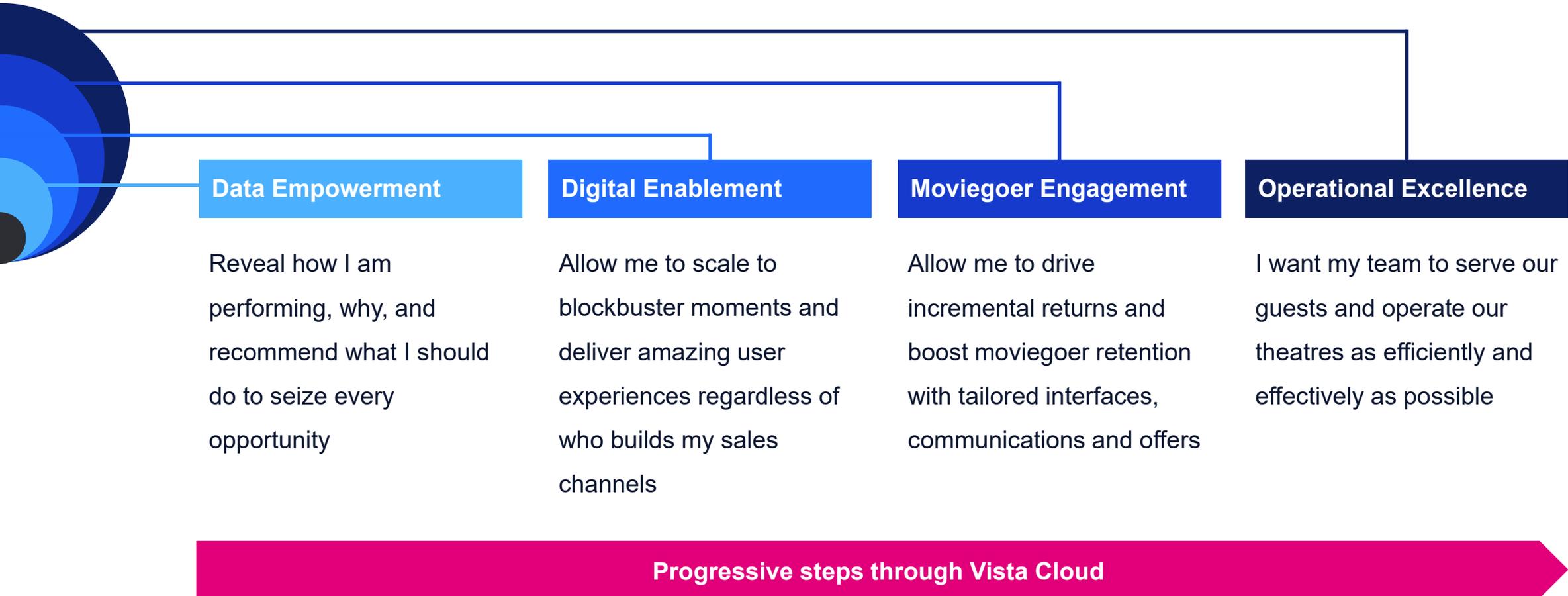


# Vista Cloud Video

A link to the video is available here: <https://youtu.be/Oj-knb-1nSc?si=AQD6lh3LttNjAdeS>

# Clear client pathway to Vista Cloud adoption

Delivers early benefits, path and pace tailored to client priorities



# Vista Cloud – The Proof Points

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**2023**

Proving product market fit

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**2024**

Proving delivery at scale

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**2025**

Delivery at scale, at pace



Watch this space...

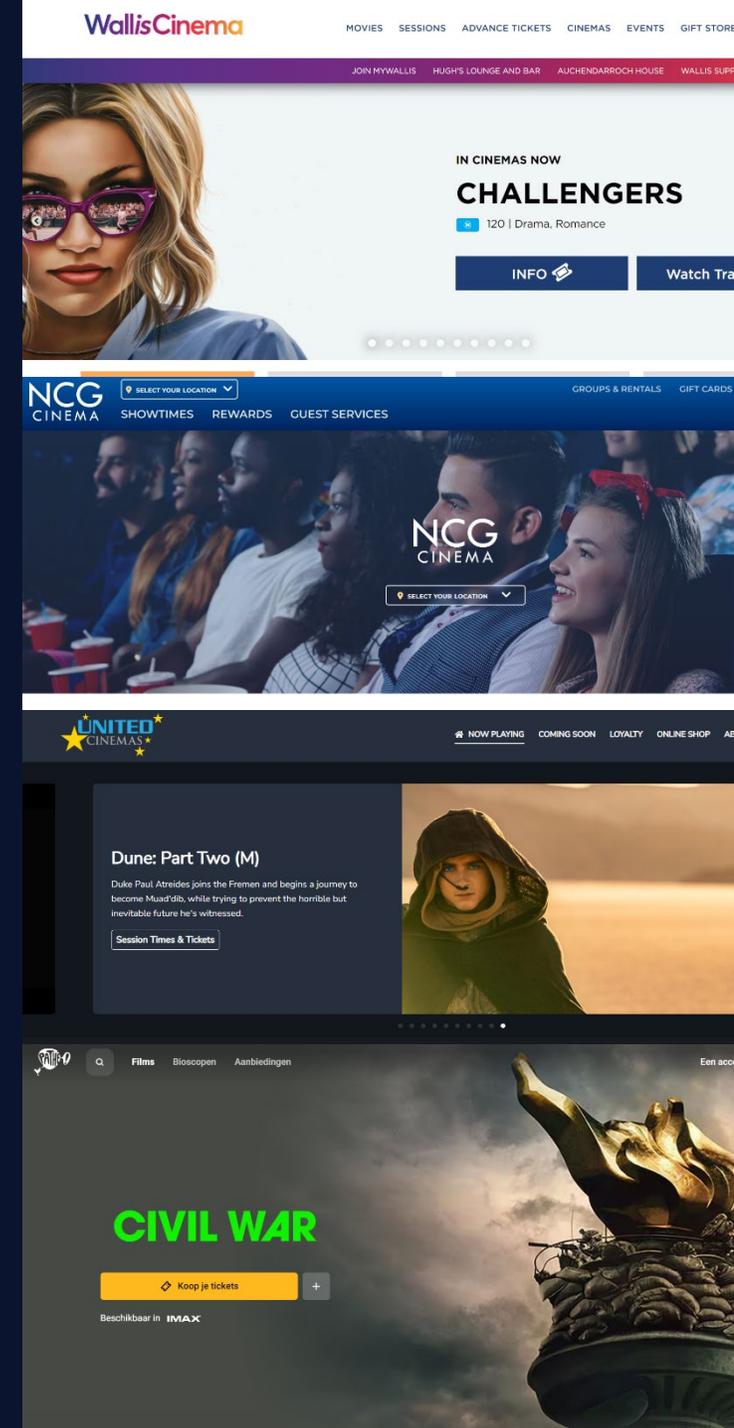
# Vista Cloud – Clients are on the way



EVERYMAN



vue

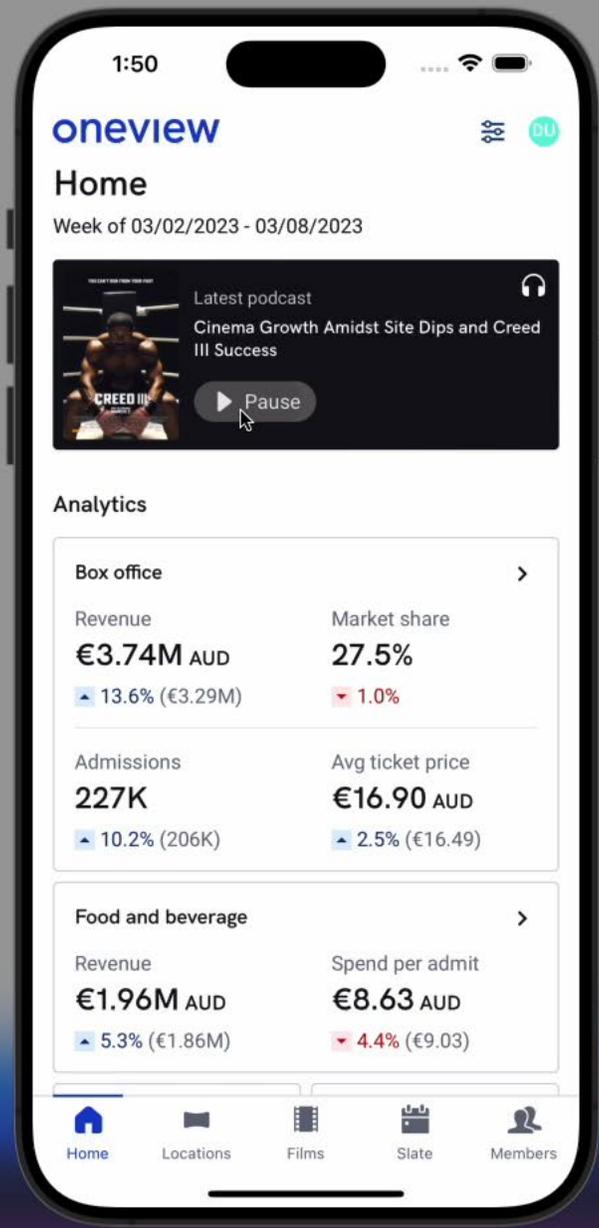


“...bringing the suite of Vista [Group] companies under one umbrella, pushing forward with **Vista Cloud as the backbone**, coupled with full product integration and a willingness to be an excellent partner to other cinema industry vendors and service providers **is exactly what is needed.**”

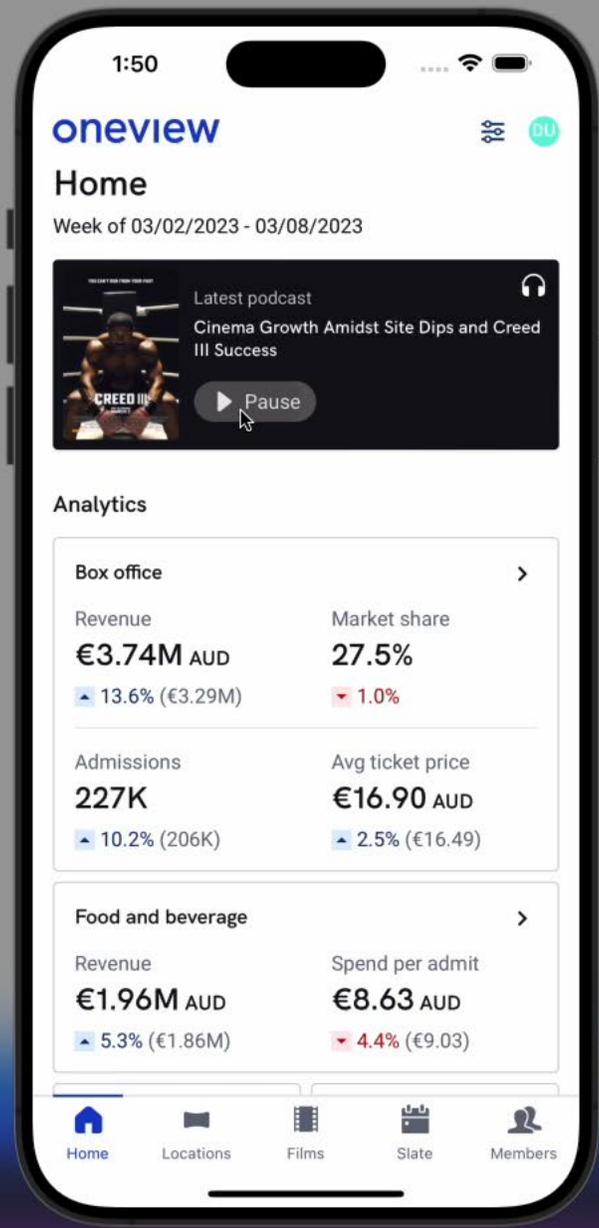
Chance Robertson, CEO of Flix Brewhouse







Oneview  
Generative AI  
that is useful



Oneview  
Generative AI that  
speaks your language

# Journey outcomes \$300m+

	Dec 2023	4Q 2024	Dec 2025	100% Platform
Enterprise sites <sup>1</sup>	4,630		1,600-2,400 (Digital or Cloud)	6,000+
ARR <sup>2</sup>	\$126m		\$175m+	\$300m+
EBITDA margin <sup>3</sup>			15%+	25-30%+
Free cash flow <sup>4</sup>		Positive		
Box office influence	5-7%			50%+ (60-70% in cinema)

<sup>1</sup> Managements estimate of Cinema Exhibition Company sites with 20+ screens, excluding China and India.

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<sup>3</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation, "other gains and losses" (see section 2.3 of the 2023 Annual Report) and share of equity accounted results from associates. EBITDA margin is calculated as EBITDA over total revenue.

<sup>4</sup> Free Cash Flow is a non-GAAP measure which is calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2023 Annual Report).

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# Questions

Thank You



vista

numero

MOVIO

maxcs

POWSTER



FLICKS