

# Shaw and Partners TechRise Conference

5 May 2025



vista



MOVIO

numero

maCCS





# Important Notice

This presentation has been prepared by Vista Group International Limited and its related companies (collectively referred to as Vista Group). This notice applies to this presentation and the verbal or written comments of any persons presenting it.

## Information in this presentation:

- is provided for general information purposes only, does not purport to be complete or comprehensive, and is not an offer or invitation or subscription or purchase of, or solicitation of an offer to buy or subscribe for, financial products in Vista Group;
- does not constitute a recommendation or investment or any other type of advice and may not be relied upon in connection with any purchase or sale of financial products in Vista Group. The presentation is not intended as investment, legal, tax, financial advice or recommendation to any person. Independent professional advice should be obtained prior to making any investment or financial decisions;
- should be read in conjunction with, and is subject to, Vista Group's financial statements, market releases and information available on Vista Group's website ([vistagroup.co.nz](http://vistagroup.co.nz)) and on NZX Limited's website ([nzx.com](http://nzx.com)) under ticker code VGL;
- may contain forward-looking statements about Vista Group and the environments in which it operates. Forward-looking statements can include words such as "expect", "intend", "believe", "continue" or similar words in connection with discussions of future operating or financial performance or conditions. Such forward-looking statements are based on significant assumptions and subjective judgements which are inherently subject to risks, uncertainties and contingencies outside of Vista Group's control;

- although Vista Group's management may indicate and believe the assumptions underlying the forward-looking statements are reasonable, any assumptions could prove inaccurate or incorrect and, therefore, there can be no assurance that the results contemplated in the statements will be realised. Vista Group's actual results or performance may differ materially from any such forward looking statements; and
- may include statements relating to the past performance of Vista Group, which are not, and should not be regarded as, a reliable indicator of future performance.

While all reasonable care has been taken in compiling this presentation, Vista Group, and their respective directors, employees, agents and advisers accept no responsibility for any errors or omissions. Neither Vista Group or any of its respective directors, employees, agents or advisers makes any representation or warranty, express or implied, as to the accuracy or completeness of the information in this presentation or as to the existence, substance or materiality of any information omitted from this presentation. No person is under any obligation to update this presentation at any time after its release.

Unless otherwise stated, all information in this presentation is expressed at the date of this presentation and all currency amounts are in NZ dollars.

# The global leader in providing tech and data solutions to the film industry



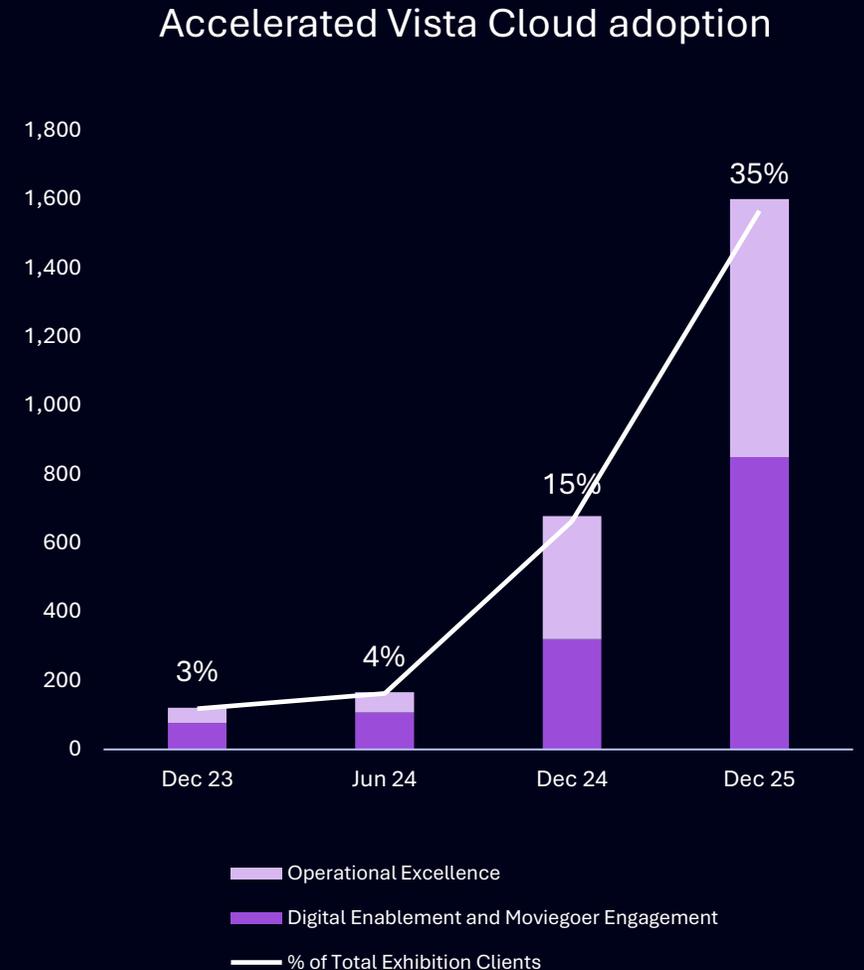
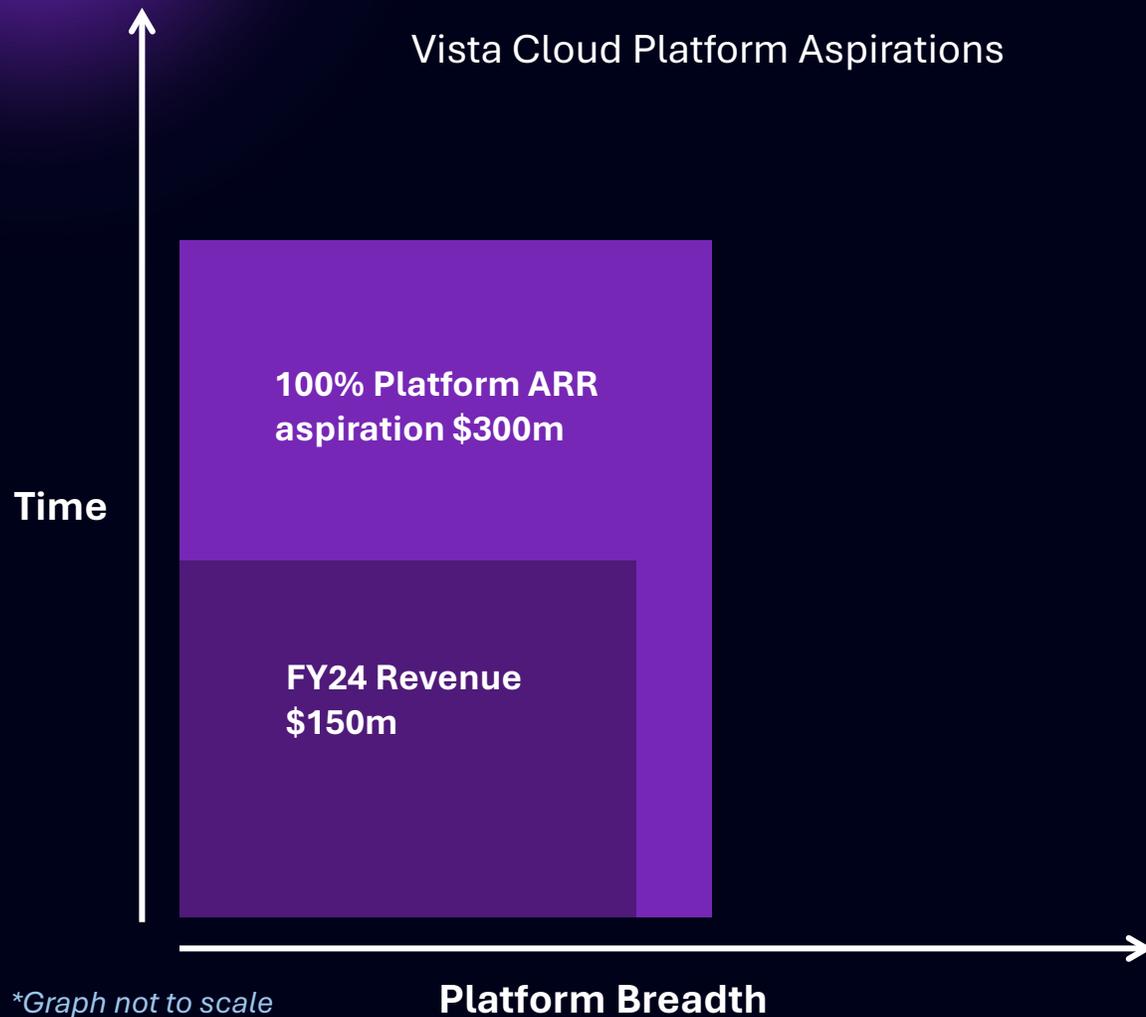
Film studio & distributor	Cinema – head office	Cinema – F+B	Cinema – back office	Cinema – front of house	Cinema – theatre	Moviegoer
<ul style="list-style-type: none"> <li>Movie marketing</li> <li>Film booking &amp; sales</li> <li>Reporting &amp; analytics</li> <li>Invoicing &amp; settlement</li> <li>Content management</li> <li>Release date planning</li> </ul>	<ul style="list-style-type: none"> <li>Reporting &amp; analytics</li> <li>Film scheduling</li> <li>Marketing</li> <li>Digital movie media</li> <li>Circuit management</li> </ul>	<ul style="list-style-type: none"> <li>Kitchen operations</li> <li>Bar &amp; restaurant</li> <li>Stock management</li> </ul>	<ul style="list-style-type: none"> <li>Cinema management</li> <li>Corporate bookings</li> </ul>	<ul style="list-style-type: none"> <li>Point of sale</li> <li>Ticket + F&amp;B kiosk</li> <li>Queue busting &amp; remote sales</li> <li>Ticket validation</li> <li>Digital signage</li> </ul>	<ul style="list-style-type: none"> <li>Scan-to-order</li> <li>In-seat dining service</li> </ul>	<ul style="list-style-type: none"> <li>Websites &amp; apps</li> <li>Loyalty &amp; subscriptions</li> <li>Personalised communication</li> <li>Guest services</li> <li>Cinema &amp; streaming guide</li> </ul>

Our Vista Cloud platform drives digital transformation, maximises the power of data, and enables our clients to focus on their success

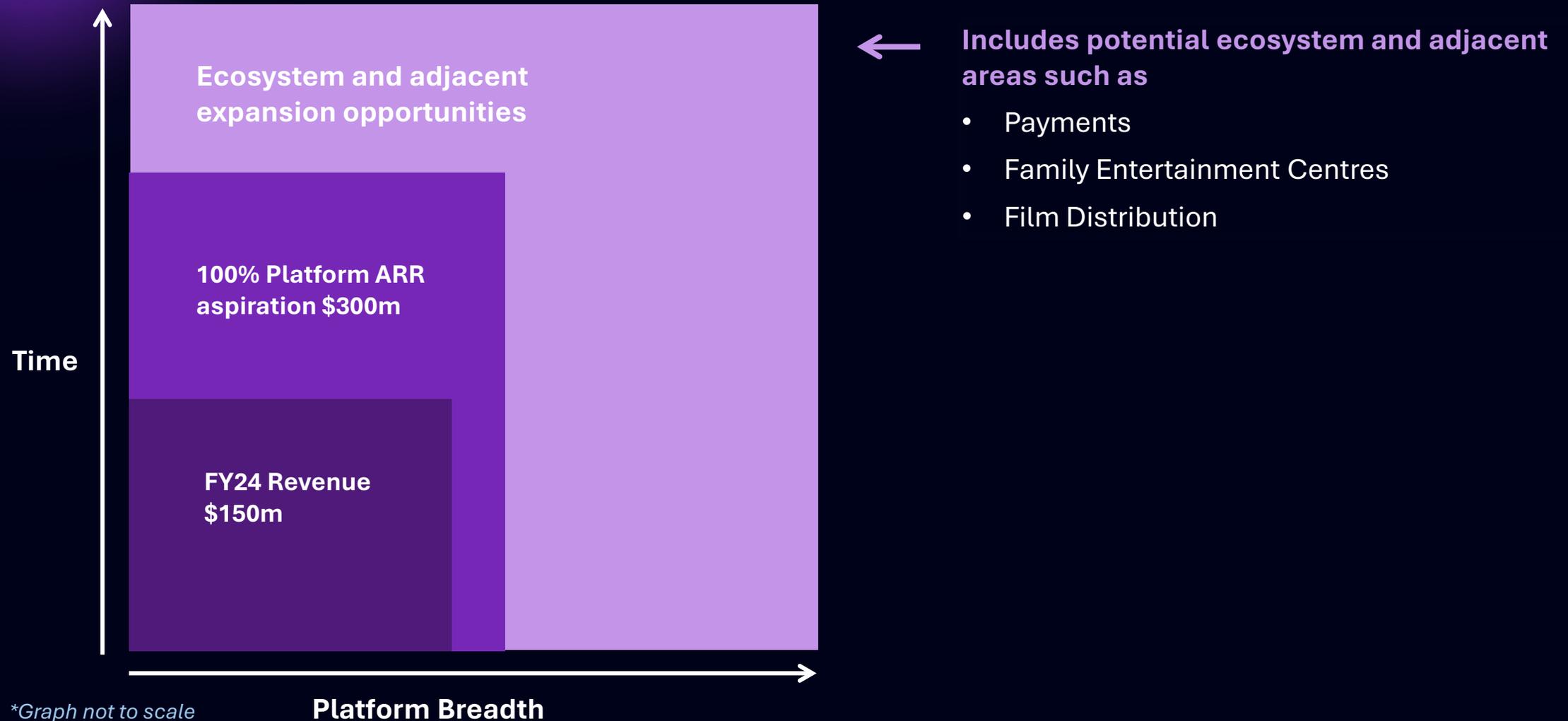
**Exhibition  
Client Value  
Drivers**

Increase in revenue and per admit spend	The movie and more	Create memorable experiences with broader entertainment offerings
	Loyalty and engagement	Build audience engagement, drive incremental returns, and boost moviegoer retention
	Premiumisation	Increase spend per head by developing premium experiences
Reduction in cost to serve and optimising revenue	Operational efficiency	Improve labour productivity
	Revenue & cost optimisation	Maximise attendance and revenue while reducing costs

Our aspirations remain unchanged, with 35% of clients expected to be on digital solutions in 2025, and \$300m ARR at 100% Platform



As our momentum accelerates, we turn our focus to  
adjacencies that augment Vista Cloud's platform breadth



# The investment proposition for Vista Group



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 ARR<sup>2</sup>**, forecast to grow by 15%+ per annum from 2025 as clients move to Vista Cloud



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



**Growing FCF<sup>3</sup> and EBITDA<sup>4</sup>** as we aspire to deliver a 'Rule of 40'



**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 or Annualised Recurring Revenue is calculated as trailing 3 month Recurring Revenue multiplied by four.

<sup>3</sup> FCF or Free Cash Flow is a non-GAAP measure calculated using the net movement in cash held, less cash applied to business acquisitions / earn-outs, movements in borrowings, and less cash used to settle exceptional items included within "other gains and losses" (see section 2.3 of the 2024 Annual Report).

<sup>4</sup> EBITDA is a non-GAAP measure and is defined as earnings before net finance costs, income tax, depreciation, amortisation and "other gains and losses" (see section 2.3 of the 2024 Annual Report).

# Thank You

vista



MOVIO

numero

maccs



